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Front cover photograph

This attractive building was erected at Carvin for Constructions Mecaniques de Carvin (CMC) by La Societe Industrielle Delattre-Levivier, newly appointed French licensees of the Conder Group. They have also been successful in obtaining the order for a total of 120 buildings for turkey farms. Each of these buildings is 15 metres (48 ft.) span, 60 metres (197 ft.) long and 2.5 metres (8 ft.) to eaves, accommodating 2,000 turkeys each. The Conder Group, Winchester, claim to be Britain's largest manufacturers (and biggest exporters) of industrial steel-framed buildings, and, following a record year of £13 million in 1970, they have already taken orders for over £4 million in the first quarter of 1971.

LATE ANNOUNCEMENT

United States

STRIKE THREAT AT WEST COAST PORTS: The current contract between port employers and longshoremen at United States West Coast ports expires on June 30, 1971. Negotiations on a new contract are proceeding, but the possibility remains that agreement may not be reached in time to avert a strike at the beginning of July. If such a situation arises then the further possibility remains that the President of the United States might order a return to work for a 'cooling-off' period of 80 days. Exporters of goods destined for direct shipment to the United States' West Coast are urged to take account of the possible disruption of traffic at ports there.

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Index to Statistics published regularly in TRADE and INDUSTRY incorporating the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*

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Air transport:	
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Air miss report (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	24 Mar. 1971
Balance of payments:	
Civil aviation (Q)	28 Oct. 1970
Trends in invisible transactions (Q)	10 Mar. 1971
UK balance of payments (Q)	10 Mar. 1971
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Business names registered (A)	27 Jan. 1971
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Distributive and service trades (A)	28 April 1971
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Instalment credit business (M)	This week
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Engineering and electrical goods:	
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British Film Fund Agency returns (M)	This week
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Overseas payments and earnings (A)	23 July 1970
Registration of films (A)	24 Feb. 1971
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Industrial countries trade and production (Q)	10 Feb. 1971
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Wales index (Q)	31 Mar. 1971
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Business Monitor titles	31 Mar. 1971
DTI addresses (former BOT offices)	3 Mar. 1971
DTI Regional Directors	3 Mar. 1971
British Commercial representatives overseas	7 April 1971
Customs notices of interest to exporters	This Week
Directory of DTI (formerly BOT) departments and their work	8 April 1970
ECGD local offices	14 April 1971
Index – Oct.-Dec. 1970	17 Feb. 1971
Official receivers offices	20 May 1970
Programme of trade promotions	3 Mar. 1971
Release dates of economic statistics	28 April 1971

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SPEAKERS:
K. W. Wedderburn, Professor of Law at London University.
Bruce Reynolds, barrister and lecturer.
Alan Pardoe, lecturer.
Eric Wigham, sometime labour correspondent of *The Times* and a member of the Donovan Commission.
J. C. Wood, Professor of Law at Sheffield University.
Jim Mortimer, a member of London Transport Executive.
Martin Y. Cobb, deputy director, labour relations, the CBI.
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TRADE WITH CENTRAL AND SOUTH AMERICA – 13

Colombia continues its fast growth: When did you last look at it as a market for your product?

By R. G. Marlow, First Secretary (Commercial), Bogota

Loading part of a £462,000 export consignment of Yale tractor shovels for Colombia into the ss 'Oropesa' at Royal Victoria Docks, London. Fifty-three of these 2 cubic yard-capacity rigid frame loaders were ordered by the Colombian Government from the Construction Equipment Division of Eaton Yale and Towne at Telford. The Wednesfield-based Industrial Truck and Hoist Division of the same company has also completed a major order from Colombia. It is for 60 Yale diesel forklift trucks valued at £262,500 for the Colombian Port Authority. Taken together, the orders are said to represent one of the biggest recent procurements by one foreign country of British earthmoving and materials-handling machinery.

HM COMMERCIAL OFFICERS always run the risk of teaching grandmothers to suck eggs. So if your company is one that is already winning new business in Colombia, contain your impatience and think of the many other potential exporters I really want to awaken to the possibilities here. In fact, read on; you may still learn something from our account of the market.

This article appeals to many more exporters to take an interest in Colombia. There are good prospects for imports as I hope to show and all you need is a certain amount of patient investigation to ensure that efforts are being concentrated on the right prospects. It is our task to assist you in these inquiries.

First a word about the broader economic scene and how the export prospects arise from it. Thanks to the better management of the country's internal and external finances since 1966 Colombia has enjoyed a period of economic stability during which impressive progress has been made in restraining inflation, strengthening domestic and foreign exchange resources, diversifying exports and expanding local manufactures. Coffee remains the most important single export, 57 per cent of the total, and enjoyed good and at times high prices throughout this period.

Priority for development backed by sound credit

In particular it was the high growth rate from 1966 onwards – at an average of 5.7 per cent per annum – and higher export earnings, which provided the favourable conditions for imports. In fact 1970 probably saw an unusual peak of 7.5 per cent growth. There may be some fall but President Pastrana has said that he intends to maintain imports by recourse if necessary to the reserves which have recently stood at higher levels than for a decade or more.

With its widely diversified manufacturing industry Colombia therefore continues to provide excellent opportunities for all kinds of capital goods and equipment. International competition is strong and because many projects are subject to open tender the details become widely known very quickly. Colombia enjoys a high reputation with international aid and finance institutions particularly with the World Bank. Considerable additional support is also available from supplier countries backed by their own banks including Britain. However, British exporters must not only keep abreast of developments financed externally in this manner but take care to get the best possible representation on the spot, an essential step in meeting competition and this can be done either by local branches, subsidiaries or agents. It is up to firms that are already represented to see to it that their agents are giving full attention to their products. This is the only sure way of influencing local opinion in favour of a particular technology, standards or quality.

In the past two years the adverse trade balance with Britain has improved. The Colombians can look forward to reasonable prospects for closing the gap even further with raw cotton, cotton textiles and other exports. In 1970 we imported £8.9 million and exported £12.9 million, mainly in the form of tractors and agricultural equipment, textiles plant and machinery, electrical plant, raw chemicals and whisky.

The Andean Pact of which Bolivia, Chile, Ecuador and Peru are the other signatories has already set in train a series of detailed

(Continued on next page)

COLOMBIA CONTINUES ITS FAST GROWTH, *continued*

plans for economic integration including reducing tariff barriers within the Group and common rules for foreign investment. If these succeed it can only lead to a more rapid growth for Colombia by reason of the access to a wider market and the pooling of resources for industrial expansion. While investment plans naturally need careful consideration until the position is clarified, the general prospects for our exports continue good.

Sectors of industry offering immediate prospects

The best areas for attention fall broadly into two categories. First, developmental projects enjoying external finance, such as the creation of an infrastructure in roads, airports, telecommunications and hydro-electric power. Secondly, the exploitation of natural resources in which Colombia is rich, such as oil, coal, timber, non-ferrous metals, phosphates.

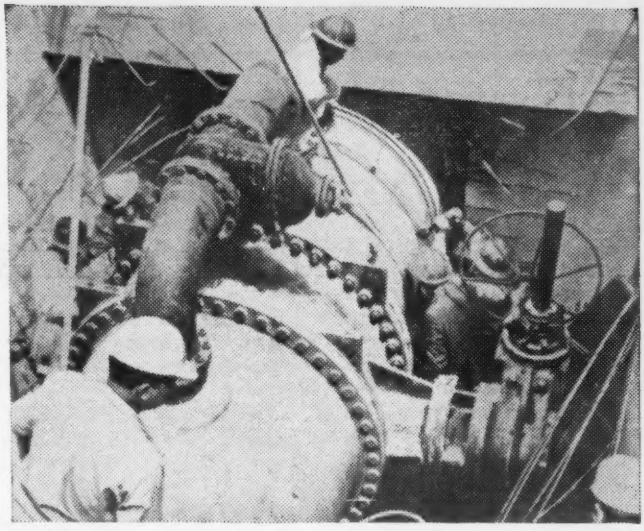
Closely following these are the intermediate industries, such as textiles, engineering, chemicals, food-processing and consumer goods manufacturers. When such industry already exists – and most of these do – modernization and re-equipment is under way. Where the country has been relying on imports, the establishment of new plant is actively encouraged. This group is normally accorded the necessary foreign exchange for its imports out of the countries accumulated reserves according to a system of controls and priorities.

To summarize therefore, it looks fairly certain, whilst much more work has to be done in analysing these opportunities that British exporters should be concentrating on goods for the following industries, roughly set out in order of priority:

(i) mining and quarrying machinery and equipment
(ii) packaging, wrapping and bottling plant and machinery
(iii) food processing machinery and equipment
(iv) construction equipment
(v) textile plant for cotton and man-made fibres
(vi) scientific instruments, measuring, calibration control and analysis
(vii) tractors and agricultural machinery
(viii) plant for producing raw materials for man-made fibres, i.e. petrochemical and coal derivatives
(ix) plant for processing man-made fibres for the textile industry
(x) education aids and systems.

Practical suggestions on methods to follow

Subscribers to the Export Intelligence Service will already know a large proportion of import business arises from open tenders which we report as soon as they are announced. They will also know that it is the normal business arrangement here to rely on officially accredited agents (i.e. by registration with Colombian Chambers of Commerce). It is the exception to arrange sales directly between British manufacturers and the importing consumer and for an agency house in Britain to sell directly to the importing consumer. This is not a device simply to give a cut to Colombian middlemen but an effective way of ensuring that the necessary and often complicated procedures and documentation for imports are properly observed. It is essential to co-operate fully with the authorities in these details, irksome though they may be from time to time. If, moreover, you should have problems with language or unfamiliar standards, weights or measures a good agent will clear up any ambiguities or misunderstandings.



Engineers installing one of 29 60*in. bore* (524 *mm*) *butterfly valves in the Tibito-Cantarrana water pipeline of the Bogota Water Authority in Colombia. The valves were manufactured at the Brighouse, Yorkshire, plant of J. Blakeborough and Sons Ltd., for American Pipe and Construction International – the main contractors*

An unusual feature of the Colombian market is the independent growth of its regions. This is due as much to the remarkable physical geography as anything else – two enormous mountain spines dominating the western half of the country in complete contrast with the tropical flat plains that cover the eastern half. There is a great deal of autonomy in the civic and business life of the 'departments' and this is understandable because of their geographical separation. It is wise therefore to ensure agents are really able to serve your interests in all the more progressive regions. Visitors should, therefore, as far as time allows include Medellín, Cali and Barranquilla in their itineraries. In each of these towns we have a consular office ready to give advice and assistance.

Is Britain properly covering the market?

There is much goodwill towards Britain and Colombians particularly respond to personal contact. It is pleasing to be able to report that there has been a steady rise in the number of British businessmen visiting Colombia and even more that many are better prepared (especially in speaking Spanish) and more knowledgeable than ever before.

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Nevertheless one of our bigger problems is to improve the British share of the business which is not put out to open tender, usually in the private sector. Quite commonly a manufacturer will invite two or three suppliers known to him to put in offers in a kind of private limited tender. These opportunities we find the more difficult to uncover and they require particularly alert probing by agents. We have been delighted with the success of some export salesmen who arrived in the first place simply to investigate possibilities and instead picked up solid orders at once because they happened to be on the spot. However we regard this as unnecessarily hit and miss and we are looking for their co-operation in pursuing more systematic inquiries. We cannot be experts in every field, no matter how carefully we make our inquiries in search of fresh opportunities.

We know from experience that our local knowledge plus a good agent and/or visiting exporter usually produces something substantial. And if this can possibly be given a year by year continuity, and not the occasional effort, we can establish the habit of turning to Britain for the particular type of product. Agents respond so much better when they see the constant interest of principals in their efforts. It is of course an expensive business sending out representatives but there are ways of both extracting better value from visits and of sharing costs. For example there is official financial support for exhibitions and trade missions and you should always give serious thought to participating in such events – or even initiating one yourself if you believe your idea will command support in the trade.

We have just had a successful mission of British Book Publishers and will shortly assist missions from the Federation of Construction Equipment and Crane Manufacturers, and the British Engineering Association. There is room for a good many more missions more widely representing the equipment Britain can sell here.

Finally, consumer goods

Purposely I have left the prospects for consumer goods to the last, because this is one section of the market which is not free to rely on imported goods, with the notable exception of whisky. Import licences are not normally granted for consumer goods because Colombia has both developed a flourishing consumer-goods manufacturing industry of her own. Self sufficiency here has been a valuable means of conserving foreign exchange for the wider development of the economy.

In any case the population of 22 million contains a relatively small proportion of prosperous consumers, probably 3 million. If the intentions of the Andean Pact are fulfilled, this consumer market will expand to around 60 million, but priority will be given to the free movement of consumer goods produced in the five Andean countries before those from outside.

Even so opportunities do still occur which British consumer manufacturers should consider seriously. Colombian manufacturers look out for attractive technical know-how agreements by which to increase the range and sophistication of consumer goods already available within the country. Recently we were able to introduce a British producer of high fashion goods to a successful Colombian company in the same field. As I write it looks certain that there will be a contract for the flow of design and technical data to Colombia for a worthwhile royalty and commission on turnover. The authorities authorize remittances if such agreements are judged to bring advantage to Colombian development.

However, please bear in mind that it is as yet a small consumer market and unlikely to sustain every agreement for manufacture under licence, as, for example, those dependent on capital intensive and high volume output for economic consumer prices. And it should be remembered that the Colombian Government does not offer tariff protection indefinitely. These are problems primarily for the Colombian industralist but if you think you have a workable proposition please let us know and we shall advise you on the prospects.

Colombia is one of the better markets in Latin America – a flourishing country with a high growth rate which will shortly overtake Argentina in population and is well fitted to be a leader in the Andean Group. We at the British Embassy in Bogotá challenge you to make a new effort and stand ready to help.

TRADE WITH CENTRAL AND SOUTH AMERICA

Previous articles in this series were published in the following issues of *Trade and Industry:*

Costa Rica: small but rich in opportunities	October 28, 1970
Peru: the changing economy	November 11, 1970
The Venezuelan economy and Anglo-Venezuelan trade	December 2, 1970
Panama: the right time to tackle a promising market	December 16, 1970
Brazil: one of the world's most exciting and varied markets	December 30, 1970
El Salvador: the little giant	January 13
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Export prospects in Mexico for the next six years	February 17
The Domunican Republic: an economy restored	March 3
Guatemala diversifies her economy	March 17
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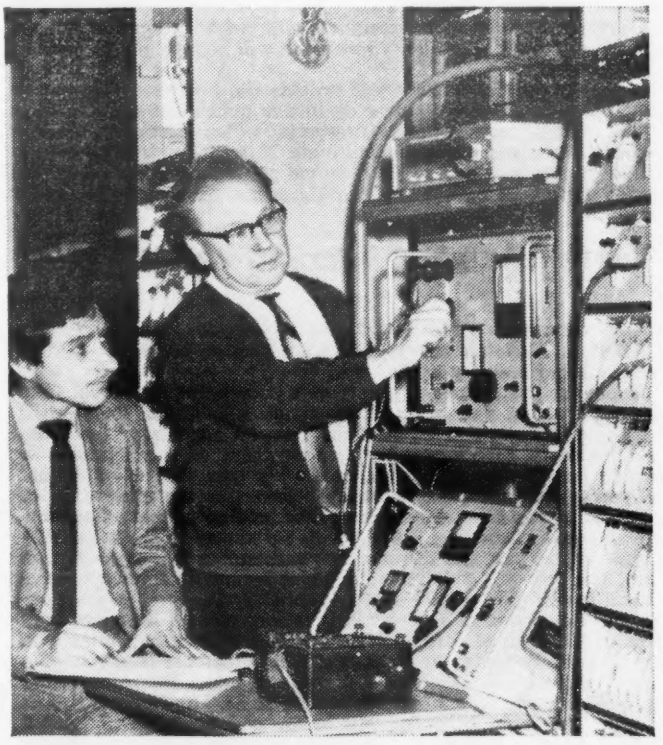


Mr. J. F. M. Aguilar (left), an engineer with the National Telecommunications Administration (ANTEL) in El Salvador, studying 7.5 GHz microwave-radio equipment at the headquarters of GEC-AEI Telecommunications Ltd. of Coventry. Similar equipment has been installed by GEC in El Salvador which provides a 300-circuit capacity trunk telephone network connecting the principal towns with San Salvador the capital. Many of the engineers and technicians who operate and maintain the system were also trained in GEC training schools. Mr. Aguilar is studying microwave engineering on an ITU (International Telecommunications Union) scholarship.

Prime Minister's Europe Day Message

THE FOLLOWING is the text of a broadcast and televised message from Mr. Edward Heath, the Prime Minister, on the occasion of Europe Day on May 5:

'Europe Day this year has a special significance for us all. Once again our negotiators are meeting in Brussels in an attempt to create a Community which truly represents West Europe.

'Twenty-two years ago today the Statute of the Council of Europe was signed in London. Since then we have witnessed far-reaching changes in the power structure of the world. The United States and the Soviet Union are now the two undisputed world super-powers; but already China is harnessing its strength to emerge as a third.

'But what of Europe? If our negotations are successful then Europe too could find a single voice which would once again be powerful in the world.

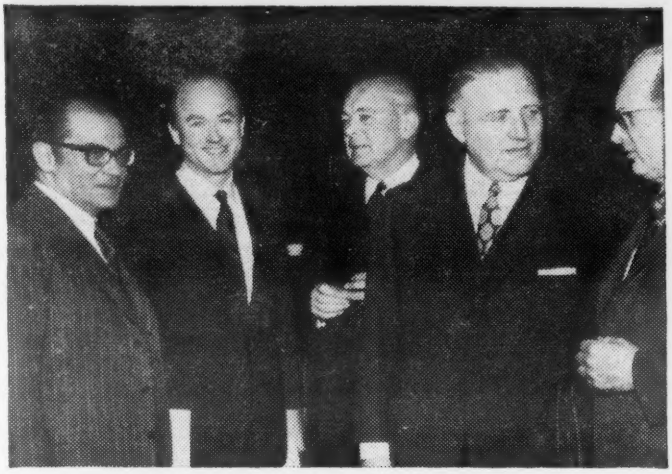
'That is what is at stake in Brussels. There is a rich future for Europe lying within our grasp, if we have the strength of purpose – and the fullness of understanding to seize it.

'I am not trying to minimize the difficulties. Of course the terms of entry require patient and detailed discussion. We do not ask for any special privileges. But what we do ask is that the terms of entry should be fair and reasonable for us and for other countries connected with us. And so the short-term costs of entry must not be such a burden that they will stop our economic growth and prevent us from playing our full part as members of the Community from the outset.

'It is important that we all approach these negotiations clear-eyed and without self-deception. If we miss this opportunity it will not easily occur again. And the disappointment which would sweep over Western Europe would be as nothing compared with the joy of those in other countries who wish Europe to remain divided and weak. For they know what will happen if our negotations succeed.

'An enlarged Community will provide the brightest opportunity for Europe to develop its own distinctive policies in world affairs.

'Together we can create a prosperity which Europe has never known before and a common attitude, backed by strength, which will influence the world. Why should we want to influence the world? Because I believe that our European influence is for good. I am proud of my European heritage which I share with you. Together we look back to the same origins, in Greece, in Rome and in the Christian religion. And I am hopeful that we can look forward to working together, in industry, in politics and in the arts, to continue and expand our unique European contribution to the world.'



Seen here during 'Europe Day' at the Hanover Trade Fair are (left to right) Franco Maria Malfatti, President of the Commission of the European Communities; Sir John Eden, Minister for Industry; Fritz Berg, President of the Federal Association of German Industry; Pierre Werner, Prime Minister of Luxembourg and Alfred Kubel, Prime Minister of Lower Saxony.

'Youth—the most internationally minded section of the community'

—MR. JOHN DAVIES

IN AN ADDRESS to the Social and Economic Research Centre (CEDES) in Paris on May 6, Mr. John Davies, Secretary of State for Trade and Industry, said:

'There are those like me who have a deep belief in the potential of the Continent and will seek to stimulate it. Of all the varying groups there is one that seems to me the most important – the youth of the country. Like young people everywhere, ours are passionate in their beliefs one way or the other. My own assessment is that the young are to a great majority believers in the integration of the Continent and the elimination of the barriers to that unification. We are steadily moving, I believe, in Britain away from the self-conceits of the past and the excessive nationalism that characterized them. The post-war generation, by which I mean all those who have no real recollection of 1939-1945, is certainly the most internationally-minded section of the people. The encounters I have had with them in all sorts of forums leave me with the strong impression that they do not wish to be constrained within the frontiers of a narrow nationalism. They are ready to embrace a European future but they need the light of enthusiasm to be lit. They have the most at stake and their judgment will in the end be the least limited by minor matters: their conclusion will be reached on the broad issues as they see them. The people of my age in Britain have not yet realized that this is a decision not for us but for our children – we would do well to realise it.

Public reaction

'I am very sure that, as yet, they (the British people) do not believe the real crunch has come. It will do so the day that – this unsettling interlude over – the country's leaders feel able to express clearly their final view in the light of the negotiations and their advice to the people. Today they cannot do so: they have clearly stated that this final view hangs upon the negotiations now in course and to anticipate it would certainly diminish confidence.

The culture of technology

'The cultural expansion of our Continent – and I use "cultural" in its widest sense – is now positively restricted by the national frontiers created by the power struggles of the past. That expansion be it of art, of literature, of science, of law, of education and particularly of our most recently discovered culture of technology, must burst the bonds of nationalism if it is to flourish and compete not just with the capacities elsewhere but with the problems with which our world faces us in ever more ominous fashion.

EEC negotiation

'The negotiation now taking place in Brussels is critical for at least three reasons. If it succeeded only to prove subsequently to constitute too great an economic load for my country it would severely imperil the progress of European unification in which I so fervently believe. If it failed because the burden upon Britain was felt by our negotiators to be too great then you would have forfeited so much for the future for what at the present must be considered a marginal gain. Whether it succeeds or fails, it will colour the whole future relationship within Europe for years to come with immense consequences for the next generation's whole attitude to its role in facing the escalating problems with which it will be faced on a world scale. But I am sure it will succeed.'

Britain and the EEC—correction

THE FOLLOWING CORRECTION should be made to the article 'Britain's application for EEC membership: progress of the negotiations' (*Trade and Industry*, May 5, page 225).

The final line in the table at the bottom of Column 1 should read: 'July 1, 1977.'

Metrology services for industry

A ONE-DAY COURSE will be held on May 18 at the Birniehill Institute, National Engineering Laboratory, East Kilbride, Glasgow, to describe the basic concepts of metrology and the extensive services and facilities available at the National Engineering Laboratory. These can be used by industry, either by employing their own staff, or by special contract.

The lectures and discussions will include a visit to the Metrology Laboratories; speakers will be drawn from the British Calibration Service and from the National Engineering Laboratory.

Details will also be provided of the NEL Metrology Club, membership of which enables industry to use any of the Laboratory's metrology equipment.

Further details from the Course Organizer, Birniehill Institute. Telephone No. East Kilbride 20222, Ext. 570.

Official appointments

Mr. R. R. Hardwicke, to be a member of the Eastern Gas Board and Mr. J. Swan, to be a member of the West Midlands Gas Board. They will combine the duties of board membership with those of their present positions as secretary of their respective boards.

Mr. H. W. Crane of Plymouth, and Mrs. E. M. Oxley of Weston-super-Mare, to the South Western Gas Consultative Council.

Mr. P. C. Phillips to be re-appointed as a member, and Mr. D. G. Johnson and Mr. R. Sugden, as part-time members of the Yorkshire Electricity Board.

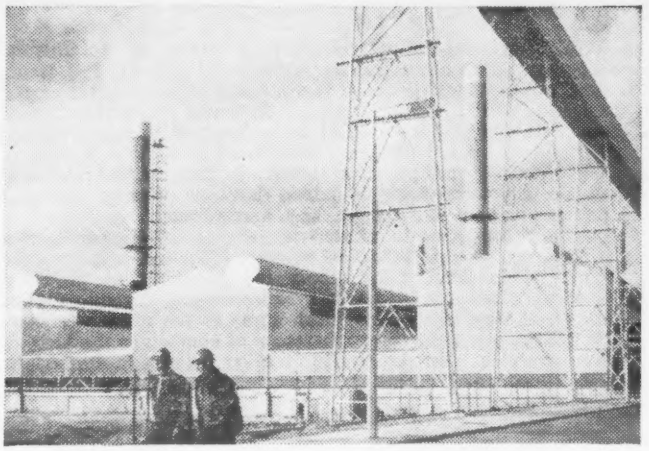
Mr. J. B. Upton will be retiring from part-time membership of the Board when his current appointment expires in June.

Institute of Export officers 1971/72

AT THE ANNUAL general meeting of the Institute of Export, Sir Derek Pritchard, chairman of Carreras Ltd., was re-elected to the presidency. Vice-presidents of the Institute re-elected at the meeting were: Mr. Edgar C. Behrens, Sir Harry Brittain, Mr. Alex Dormer, Major T. Knowles, Mr. J. Hugh Neill, Lord Thomas and Lord Tweedsmuir.

At a council meeting following the annual general meeting Mr. D. W. Beharrel, chairman and managing director of Scholefield, Goodman and Sons Ltd., was elected chairman; Mr. Cuthbert Drury, export director of the 600 Group, was elected vice-chairman; Mr. R. F. Pither, Barclays Bank Ltd., honorary treasurer and Mr. W. Adams, Mullard Ltd., assistant honorary treasurer.

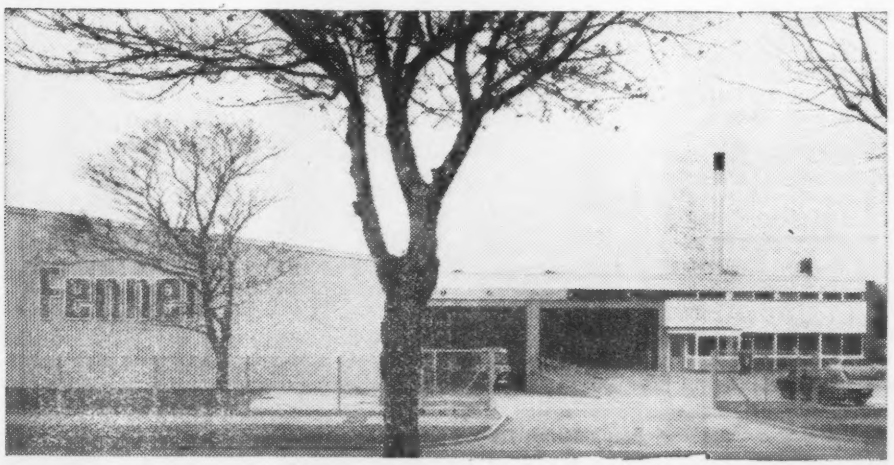
ALUMINIUM SMELTER PROJECT



Construction of British Aluminium's £37 million 100,000 tons a year smelter on a 400-acre site at Invergordon has now been brought to its closing stages to time and to scheduled cost, by Taywood Wrightson Ltd. managing contractors, and first quantities of aluminium are about to be produced. The photograph shows three of the four cell-rooms. Overhead is the alumina distribution conveyor.

Inspectors' report into Pinnock Finance Company (Great Britain) Ltd.

THE REPORT of the inspectors appointed by the Board of Trade under Section 165(b) of the Companies Act 1948 to investigate the affairs of Pinnock Finance Company (Great Britain) Limited and associated companies was published on May 6. Copies of the report are available, price £3.40 from HMSO, 49 High Holborn, London, W.C.1, and branches.



Mr. John Davies, Secretary of State for Trade and Industry, officially opened the new factory premises for J. H. Fenner and Co. Ltd. recently. The new factory (above) will be used for the manufacture of Fenaplast PVC-impregnated, solid-woven conveyor belting for the extractive industries. Excluding the United Kingdom, 25 countries now use Fenaplast belting. Manufacturing units are in operation in India and the United States, and in Australia and South Africa. Last year an order, involving some 165,000 ft. of belting was received from Canada for the Smoky River Project, and regular shipments are now being made. In the picture on the right Mr. Davies (right) is seen with Mr. S. B. Hainsworth, chairman of J. H. Fenner and Co. (Holdings) Ltd.

THE Technical Digests on exports to Israel and Hungary

THE THE (Technical Help to Exporters) service of the British Standards Institution has published Technical Digest No. 530, Issue 1 'Boilers and pressure vessels – Israel', which provides information on the specifications, codes of practice, approval requirements and other technical regulations applied to boilers and pressure vessels in Israel and which are thus of vital interest to United Kingdom exporters. 'Boilers and pressure vessels' in this context includes related products such as gas cylinders, domestic pressure cookers, road and rail tankers, fire extinguishers, aerosols etc.

Information for exporters of electrical equipment is given in the Digest No. 29C, Issue 1, 'Electrical equipment for use in flammable atmospheres – Hungary'. Like others in the series, it provides details of the standards, codes of practice, approval requirements and other technical regulations which apply to the relevant equipment in Hungary and which are therefore of concern to the United Kingdom exporter. Much of the information is given in a schedule which lists particular categories of equipment and gives the requirements for each.

Further information on these Digests or on other aspects of the comprehensive technical export information service offered by THE can be obtained from Technical Help to Exporters, BSI, Maylands Avenue, Hemel Hempstead, Herts.

National Coal Board appointments

FOLLOWING THE ANNOUNCEMENT on April 8 that Mr. Derek Ezra and Mr. W. V. Sheppard had accepted appointments as chairman and deputy chairman of the National Coal Board, Mr. John Davies, Secretary of State for Trade and Industry, announced on May 7 that both appointments will take effect from July 3.

Lord Robens' appointment as chairman of the NCB will end on

Purchase tax: drugs and medicines

THE COMMISSIONERS of Customs and Excise have made a Direction under Section 17(3) of the Purchase Tax Act, 1963, entitled the Purchase Tax (No. 2) Direction, 1971, which temporarily exempts further essential drugs and medicines from tax. The effect of the Direction, which is operative from May 7, 1971, is to make the following additions and extension to the entries contained in the Schedule to the Purchase Tax (No. 1) Order, 1970.

The additions:

To Head II of the Schedule :

7-Chloro-2, 3-dihydro-1-methyl-5-phenyl-1 H-1, 4-benzodiazepine hydrochloride; Flavoxate hydrochloride; Gefarnate; Mefruside.

The extension:

In Head III the entry relating to 'Iron complexed . . . synthetically' is extended to read: 'Iron complexed with one or more of the amino acids obtained by the hydrolysis of proteins or such acids prepared synthetically, whether or not mixed with sorbitol powder.'

The Treasury will, in due course, be asked to make an Order which will give permanent statutory effect to this Direction. Traders known to be concerned are being separately notified.

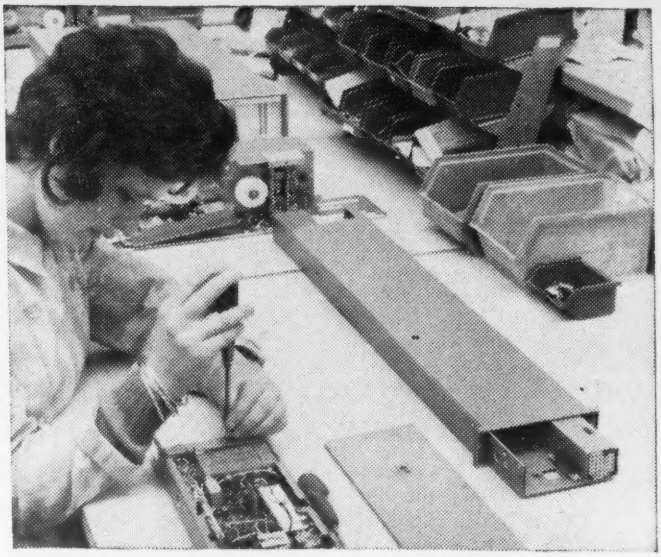
EXPORT STAFF TRAINING!

E.P.A. ANNOUNCE THEIR NEXT SERIES OF ONE-DAY INTENSIVE EXPORT COURSES TO BE HELD AT THE ST. ERMIN'S HOTEL, CAXTON STREET, LONDON, S.W.1.

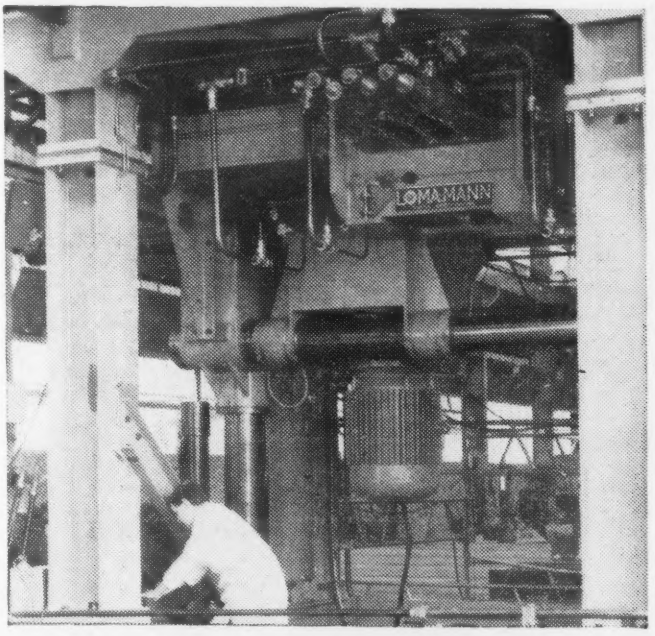
[a] Export Documentation/Practice – 27th May, 1971.
[b] Export Finance/Methods of Payment – 28th May, 1971.

For full details of these and other Export Training Programmes, please apply:

EXPORT PRACTICE ASSOCIATES,
34 Friars Gardens, Hughenden Valley,
High Wycombe, Bucks. Tel.: Naphill 2058.



A major order from Canada for VutroniK miniature electronic instrumentation is nearing completion at the Uddingston, Lanarkshire factory of Honeywell's Industrial Products Group. The compact modular equipment will be installed in a new bloom mill in the Hamilton plant of Stelco (Steel Company of Canada Ltd.). Picture shows Doris Boyd of Honeywell's Assembly Department making final adjustments to a VutroniK controller before inspection and shipment.



A Loma-Mann fully continuous casting machine, undergoing trial assembly at the Clacton, Essex plant of Albert Mann Engineering Ltd., a member of the Wellman Engineering Corporation. The casting machine is to be used in the production of copper wire bar, billet and slab at a large copper plant in Northern Romania, where it will form a substantial part of the complete installation – worth over £750,000 – being built by the Glacier Metal Co. Ltd. of Alperton, Middlesex. It is the sixth continuous casting machine of this type to be built by Albert Mann, two of the previous machines being installed at plant in Hungary, one in Germany and the other two in the United Kingdom.

How Export Marketing Research can help you

The Government have decided that the Export Marketing Research Scheme, which has been operating on an experimental basis since July 1969, should be continued for a period of three years from April 1971 to March 1974.

The purpose of the Scheme is to encourage the greater use by British exporters of deeper research into overseas markets. It is a natural extension into the professional field of the market information work already conducted by HMG overseas and conveyed to British exporters through the Export Services Division of the Department of Trade and Industry.

What the Scheme provides

It provides for individual firms:

(a) An advisory service on researching export markets. Advice is provided by the Department of Trade and Industry's professional marketing research consultant, the Export Marketing Research Adviser, on whether and how marketing research can help a firm with its particular exporting problem; on identifying information sources; on the most cost-effective method of carrying out the research; on planning marketing research programmes; on the facilities for carrying out marketing research in overseas markets and the cost.

(b) In approved cases, finance up to 33⅓ per cent of the cost, for an exporter to employ a professional marketing research practitioner to undertake export marketing research in a particular market or group of markets.

The report resulting from an assisted research project is confidential to the individual exporter and the Department of Trade and Industry. It is a condition of the Scheme that the report will be treated as such by the exporter and will not be released to any other person without the prior mutual agreement of the exporter and the Department of Trade and Industry; and that two copies of the report are made available to the Department which undertakes to maintain its confidentiality.

Who is eligible for assistance?

The Scheme is aimed in particular at the exporter with little or no previous experience of export marketing research in depth as an instrument for expanding his exports to a particular market or markets. Firms who already have a substantial marketing research capability and who are regular and considerable users of overseas marketing research are not excluded from the Scheme; all applications for assistance under the Scheme will be considered on their merits and it may well be that because of the limited funds available, financial assistance to a firm with evident marketing research capability and resources might be limited, say, to one project in a year. The Scheme does not cover: general background market studies; the purchase of non-exclusive research material such as that obtained from multi-client studies, retail audits and consumer panels; research projects undertaken by a company from its own resources, e.g. by its own marketing research organization, by its own staff visiting overseas markets, or by its overseas agents.

Among the considerations in providing finance for a project will be:

(i) The market in question offers scope for greater British penetration in the product field covered or contemplated by the firm.

(ii) A marketing research project is the most cost-effective way of obtaining the required information on which to base decisions about the particular market.

(iii) The research project is a study in depth of the market, likely to lead to specific, practical recommendations for increasing the firm's exports to that market.

(iv) Other British firms do not already hold a significant share of the market for the product concerned.

(v) The research project will be carried out by the marketing research consultants to agreed objectives, methods and price.

(vi) The project is not one which has already been commissioned or on which a decision to commission has already been taken by the exporter.

It will be evident from the foregoing that only projects involving a major study of the overseas market (or markets) concerned should be submitted, i.e. where information is needed which it is beyond the resources of the exporter himself and the Government's regular export promotion services to provide. If the exporter can effectively obtain the information he wants by sending a representative to interview a handful of potential customers then this kind of market inquiry is clearly not a candidate for support under the Scheme. A typically suitable project for consideration would be one where the services of a firm of professional marketing research practitioners are required because the market for the specific product is inadequately documented; it is complex in its distributive structure; evaluation of the market and the exporter's prospects there involves obtaining qualitative and quantitative information from a fairly large sample of organizations or individuals.

The Scheme so far

Since the introduction of the Scheme in July 1969 25 projects have received financial support. The markets covered in these studies include the United States, France, Sweden, the Federal Republic of Germany, Italy, the Netherlands and Japan; the products include carpets, confectionery, knitwear, machine tools, internal combustion engines, hydraulics components, computer peripherals, optical devices, valves and scientific instruments.

How to use the Scheme

The initiative in proposing a project for consideration under the Scheme may be taken by the exporter or by the Department of Trade and Industry. An exporter seeking advice about export marketing research or wishing to submit a project for consideration should contact the Export Marketing Research Adviser, Department of Trade and Industry, Room D53, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7263, Telex 886143, Answer back Bothillgate Ldn).

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Department of Trade and Industry (DTI) (at either the Regional Office covering their area or Export House, 50 Ludgate Hill, London, EC4M 7HU). The DTI, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the DTI require, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature, relating to the product which the businessman is proposing to sell.

Review of some temporary exemptions from import duty

THE DEPARTMENT of Trade and Industry announce that a study of the available statistics has indicated that many of the chemicals which are temporarily exempted from import duty until December 31, 1971 were probably not imported at all during 1970. This suggests that United Kingdom users may no longer be interested in the items concerned. A list of these chemicals is given in the Schedule at the end of this notice. The Department of Trade and Industry have decided not to recommend a further period of exemption beyond the end of this year for any of the chemicals concerned unless information is received from *users* to show that the goods will be in use in the United Kingdom during 1972. Users who wish exemption to be continued should provide the following information:

(a) Purpose for which the chemical is to be used.
(b) Estimated quantity to be used during 1972 and the approximate value at current prices (excluding duty).
(c) Countries from which consignments will be made.

Importers, who are not themselves users, are also advised in their own interest to study the list and to seek the co-operation of users in providing information in support of continued exemption where this is required.

This special review is being undertaken at this time because it is anticipated that the main Annual Review of temporary exemptions will this year be more complex than in previous years. It is, therefore, desirable to reduce to the minimum the number of items to be included in the main Annual Review. A list of the chemicals in the Schedule finally accepted for consideration for continued exemption beyond the end of this year will be published as soon as possible in *Trade and Industry*. Those items will then be considered again in the main annual review of temporary exemptions. A list of the chemicals in the Schedule where no case has been made for continued exemption beyond the end of this year, will be published in *Trade and Industry* with the notice of the main Annual Review and thus will be excluded from that review.

Representations against restoration of the duty should be made to the Tariff Division of the Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2519) not later than June 4, 1971.

Schedule

Chemicals on which duty will be restored on January 1, 1972

Tariff No.	Description
15.17	Residues containing not less than 5 per cent by weight and not more than 60 per cent by weight of tocopherols
27.07	Pyridine bases, having a basicity equivalent to not less than 7·0 millilitres and not more than 12·5 millilitres of 1·0 N sulphuric acid solution when estimated by method No. RB. 1-67 of 'Standard Methods for Testing Tar and its Products' published by the Standardization of Tar Products Test Committee
	Pyridine bases, of which after drying, not less than 70 per cent by volume distils between 140° and 250° centigrade at normal pressure
28.15	Carbonyl sulphide
	*tetra*phosphorous heptasulphide
28.28	Beryllium hydroxide
28.30	Beryllium chloride
28.32	Calcium chlorate
28.38	Beryllium sulphate
28.48	Ferric sodium pyrophosphate
28.49	Pyruvic acid enol phosphate, barium silver salt
28.50	All goods of this heading other than radium compounds, natural uranium and compounds thereof and nuclear reactor cartridges, spent or irradiated
28.51	Lithium sulphate, of which the lithium is in the form of a stable isotope either of atomic weight 6 or of atomic weight 7, of a value not less than £1 per gramme
	*di*Sodium tetraborate, of which the boron is in the form of a stable isotope either of atomic weight 10 or of atomic weight 11, of a value not less than £1 per gramme
28.52	Compounds of uranium depleted in uranium-235, the following:
	Uranium hexfluoride
	Uranium tetrafluoride
	Mixed rare reath compounds containing not less than 3·5 per cent by weight and not more than 9·0 per cent by weight of combined fluorine estimated as F, and not less than 0·5 per cent by weight and not more than 4·0 per cent by weight of barium compounds estimated as $BaSO_4$; and of which not less than 10 per cent by weight is retained by a sieve having a nominal width of aperture of 45 microns
	Samarium trioxide
28.57	Aluminium sodium hydride
29.01	1, 2-Benzofluorene
	2, 3-Benzofluorene
	n-But-1-ene
	But-2-ene, mixed isomers
	But-1-yne
	Chrysene
	trans-trans-trans-Cyclododeca-1, 5, 9-triene
	1, 2 : 3, 4-Dibenzanthracene
	2, 3-Dimethylnaphthalene
	2, 6-Dimethylnaphthalene
	2, 7-Dimethylnaphthalene
	n-Docos-1-ene
	n-Eicos-1-ene
	Naphthacene
	**n*-Nonane
	Picene
	m-Terphenyl
	n-Tetracosane
	4, 5, 9, 10-Tetrahydropyrene (I.U.P.A.C. numbering)
	1, 2, 4, 5-Tetramethylbenzene
	Tricyclo [5, 2, 1, $0^{2,6}$] decane
	**n*-Undecane
29.02	Benzotrifluoride
	4-Bromobenzotrifluoride
	2-Bromobut-1-ene
	4-Bromo-*n*-heptane
	2-Bromo-*n*-hexane
	3-Bromo-*n*-hexane
	2-Bromomesitylene
	2-Bromopropene
	Bromotrifluoroethylene
	2-Chlorobenzotrifluoride
	2- Chlorobuta-1, 3-diene
	1-Chloro-*n*-but-1-ene
	3-Chloro-*n*-but-1-ene
	1-Chloro-*n*-but-2-ene
	1-(Chloromethyl)naphthalene
	2-Chloro-*p*-xylene
	Decachlorobicyclopenta-2, 4-dienyl
	2, 3-Dibromobut-2-ene
	1, 2-Dibromo-2-methylpropane
	1, 1-Dibromoprop-1-ene
	1, 2-Dibromotetrafluoroethane
	2, 6-Dichlorobenzylidene chloride
	2, 3-Dichlorobuta-1, 3-diene
	1, 4-Dichlorobutane
	1, 3-Dichloro-*n*-but-2-ene
	1, 1-Dichloro-2, 2-di-(4-chlorophenyl)ethane
	1, 1-Dichloro-2, 2-di-(4-ethylphenyl)ethane
	2, 3-Dichlorohexafluorobut-2-ene
	1, 2-Dichlorohexafluorocyclopentene
	1, 1-Dichloroprop-1-ene
	1, 3-Dichloropropene
	3, 4-Dichlorotoluene
	2, 5-Dichloro-*p*-xylene
	1, 1-Difluoroethylene
	Dodecachloropentacyclo-[5, 2, 1, $0^{2,6}$, $0^{3,9}$, $0^{5,8}$] decane 3, 9, 5, ...
	4-Fluorobenzotrifluoride
	2-Fluoronaphthalene
	Heptachlor
	Heptafluoro-1-iodopropane
	Hexabromobenzene
	Hexachlorobuta-1, 3-diene
	3-Methylbenzyl bromide
	4-Methylbenzyl bromide
	1, 1, 1, 2-Tetrachloroethane
	1, 2, 2, 3-Tetrachloropropane
	2, 3, 5, 6-Tetrachloro-*p*-xylene
	1, 2, 3-Tribromo-2-methylpropane
	1, 2, 3-Trichlorobenzene
	Trichlorobenzene, mixed isomers
29.03	1, 5-Dinitronaphthalene
	Ethanesulphonyl chloride
	1-Ethyl-2-nitrobenzene
	1-Fluoro-2-nitrobenzene
	2-Nitrobiphenyl
	4-Nitrobiphenyl
	1-Nitropropane
	3-Nitro-*o*-xylene
	2-Nitro-*p*-xylene
	Sodium 2-bromoethanesulphonate
	Sodium dibunate
	1, 3, 5-Trinitrobenzene
29.04	D-Arabitol
	3-Bromopropan-1-ol
	But-3-en-2-ol
	Butylchloral hydrate
	But-3-yn-1-ol
	4-Chlorobutan-1-ol
	3-Chloropropan-1-ol
	1, 6-Dibromo-1, 6-dideoxymannitol
	2, 6-Dimethylheptan-4-ol
	2, 5-Dimethylhexane-2, 5-diol
	2, 4-Dimethylnonan-4-ol
	3, 7-Dimethyloctan-3-ol
	2, 4-Dimethylpentan-1-ol
	2-Ethylbutan-1-ol
	2-Ethyl-4-methylpentan-1-ol
	Glyoxal sodium bisulphite
	n-Heptan-1-ol
	n-Hept-1-en-4-ol
	n-Hexane-2, 5-diol
	7-Hydroxy-3, 7-dimethyloctanal sodium bisulphite
	Methallyl alcohol
	6-Methylhept-5-ene-2-ol
	Pentane-1, 5-diol
	n-Pentan-2-ol
	2, 4, 7, 9-Tetramethyldec-5-yne-4, 7-diol
	2, 2, 4-Trimethylpentan-1-ol

Tariff No.	Description
	n-Undecan-1-ol
29.05	17α-Allyoestr-4-en-17β-ol
	*iso*Borneol
	Dicyclopropylmethanol
	Ethynodiol
	Fenchyl alcohol
	4, 7, 7-Trimethylbicyclo[4, 1, 0]hept-4-en-3-ylmethanol
29.06	2-Benzylphenol
	3, 5-Di*tert*butyl-4-hydroxybenzyl alcohol
	2, 6-Di*tert*butylphenol
	Di-(3, 5-di*tert*butyl-4-hydroxyphenyl)methane
	2, 3-Di-(3, 4-dihydroxybenzyl)-*n*-butane
	2, 2′-Dihydroxybiphenyl
	3, 4-Di-(4-hydroxyphenyl)-*n*-hexane-3, 4-diol
	Di-(1-methylbutyl)phenol, mixed isomers
	2, 6-Di*iso*propylphenol
	Indan-5-ol
	3-*n*-Pentadecylphenol
	1, 1, 3-Tri-(5-*tert*butyl-4-hydroxy-2-methylphenyl)-*n*-butane-toluene complex
29.07	3-Chloro-4-hydroxybiphenyl
	Chloro-5-*iso*propyl-*m*-cresol (—OH at 1), mixed isomers
	2, 2-Di-(3, 5-dichloro-4-hydroxyphenyl)propane
	2-Trifluoromethylphenol
	4-Trifluoromethylphenol
29.08	Allyl ethyl ether
	Batyl alcohol
	1-(2-Benzylphenoxy)propan-2-ol
	n-Butyl vinyl ether
	1, 4-Di-(1-*tert*butylperoxy-1-methylethyl)-benzene
	1, 1-Di*tert*butylperoxy-3, 3, 5-trimethylcyclohexane
	2, 4-Dichlorophenyl 4-nitrophenyl ether
	2, 2-Di-(4, 4-di*tert*butylperoxycyclohexyl)propane
	1, 2-Diethoxyethane
	Diethyldigol
	Di-*n*-hexyl ether
	2- 2, 2-Di-(2-hydroxyethoxymethyl)-*n*-butoxyl]-ethanol
	Dimethyldigol
	Dimethyltetragol
	Dimethyltrigol
	2, 4-Dinitrophenetole
	Di-(3-phenoxyphenyl) ether
	Di-(2, 3, 3, 3-tetrachloropropyl) ether
	Ethoxyacetylene
	13β-Ethyl-17α-ethynyl-3-methoxygona-2, 5(10)-dien-17β-ol
	n-Hexyldigol
	2-*n*-Hexyloxyethanol
	p-Menthanyl hydroperoxide
	3-Methoxy-*n*-butan-1-ol
	4-Methoxy-4-methylpentan-2-ol
	4-Methoxy-1-naphthol
	4-Nitroanisole
	4-Nitrophenetole
	*iso*Pentyl 2-phenylethyl ether
	1, 1, 1-Trichorodi-(4-methoxyphenyl)ethane
	1, 2, 3-Tri-(2-hydroxyethoxy)propane
29.09	1-Bromo-2, 3-epoxypropane
	n-Butyl glycidyl ether
	Dicyclopentadiene dioxide
	1, 4-Di-(2, 3-epoxypropoxy)butane
	Endrin
	Epoxybutane, mixed 1, 2- and 2, 3-isomers
	Styrene oxide
29.10	8-*tert*Butyl-1, 4-dioxaspiro[4, 5]decane
	1, 1-Diethoxy-*n*-hex-2-ene
	1, 1-Dimethoxy-*n*-octane
	1, 3-Dioxan
	1, 3-Dioxolan containing not more than 0·02 per cent by weight of water
	1-Ethoxy-1, 3, 3-trimethoxypropane
	Methyl α-D-xyloside
	Methyl β-D-xyloside
	Penthrichoral
	4, 4a, 5, 9b-Tetrahydroindeno [1, 2-*d*]-1, 3-dioxin
	4, 4a, 9, 9a-Tetrahydroindeno[2, 1-*d*]-1 , 3-dioxin
	1, 1, 3, 3-Tetramethoxypropane
29.11	β-8′-Apocarotenal
	4-*tert*Butylbenzaldehyde
	3, 7-Dimethynona-2, 6-dienal
	DL-Glyceraldehyde
	Glycidaldehyde
	n-Hex-2-enal
	Methacrylaldehyde
	1, 2, 3, 4, 5, 6, 7, 8-Octahydro-8, 8-dimethyl-2- naphthaldehyde
	m-Tolualdehyde
29.12	4-Chloro-3-nitrobenzaldehyde
	3, 4-dichlorobenzaldehyde
	2, 4-Dinitrobenzaldehyde
29.13	4-Acetyl-3, 7, 7-trimethylbicyclo[4, 1, 0]hept-2-ene
	p-Bromo-*n*-valerophenone
	n-Butyrophenone
	p-Chloro-*n*-butyrophenone
	Cycloheptadecanone
	Cyclohexane-1, 3-dione
	4-*n*-Decyloxy-2-hydroxybenzophenone
	Dibenzo[*a*, *i*]pyrene-5, 8-dione
	2, 5-Dichloro-*p*-benzoquinone
	3, 3 : 20, 20-Di(ethylenedioxy)-17α-hydroxypregn-5-en-11-one
	2, 6-Dihydroxyacetophenone
	5, 11 α-Dihydroxy-6β-methyl-5 α-pregnane-3, 20-dione
	11β, 17 α-Dihydroxypregna-1, 4-diene-3, 20-dione
	11β, 21-Dihydroxypregna-1, 4, 17(20)-trien-3-one
	11β, 17 α-Dihydroxypregn-4-ene-3, 20-dione
	3β, 17 α-Dihyroxypregn-5-en-20-one
	4, 4-Dimethoxybutan-2-one
	6, 10-Dimethylundeca-5, 9-dien-2-one
	1, 1-Diphenylacetone
	17, 17-Ethylenedioxyandrosta-1, 4-dien-3-one
	13β-Ethyl-3-methoxygona-2, 5(10)-diene-17-one
	6 α-Fluoro-21-hydroxy-16 α, 17 α-*iso*propylidenedioxypregn-4-ene-3, 20-dione
	3*H* 3*H*-Hexafluoroacetylacetone
	2-*n*-Hexylcyclopent-2-enone
	2-*n*-Hexylidenecyclopentanone
	4-Hydroxybenzophenone
	17 α-Hydroxypregna-1, 4-diene-3, 11, 20-trione
	17 α-hydroxypregn-4-ene-3, 11, 20-trione
	4-Hydroxypropiophenone
	Methandienone
	4-Methoxy-4-methylpentan-2-one
	4-(4-Methoxyphenyl)-3-methylbutan-2-one
	p-Methyl-*n*-butyrophenone
	4-Methyl-4-phenylpentan-2-one
	4-Methyl-4-*p*-tolylpentan-2-one
	n-Nonan-2-one
	(±)-Norgestrel
	Oestr-4-en-17-one
	3-Oxodinorchol-4-en-22-al
	Pentan-3-one
	4-*tert*Pentylcyclohexanone
	Phenacyl bromide
	Pyruvaldehyde
	Tetramethylcyclobutane-1, 3-dione
	2, 5-Toluquinone, having a melting point of not less than 67·0° centigrade
	1, 1, 1-Trifluoracetylacetone, of a purity not less than 99 per cent
	14 α, 17 α, 21-Trihydroxypregn-4-ene-3, 20-dione
	n-Valerophenone
	Zerumbone
29.14	Allethrin
	Allyl trifluoroacetate
	Ammonium pentedecafluoro-*n*-octanoate
	Arachidic acid
	4β-Bromo-17 α, 21-dihydroxy-5β-pregnane- 3, 11, 20-trione 21-acetate
	Butane-1, 4-diol dimethacrylate
	Calcium sorbate
	3-2-Chloroethoxy)-9- α-fluoro-11β, 21-dihidroxy-20-oxo-16 α, 17- α-*iso*propylidenedioxypregna-3, 5-diene-6-carbaldehyde 21-acetate
	2-Chloro-4-nitrobenzoic acid
	Citronellyl 3-methylcrotonate
	Cyclopent-2-enyl-cyclohexylacetate
	Cyclopropanecarboxyl chloride
	*tert*Decanoic acid, mixed isomers
	n-Dec-2-enoic acid
	Decyl acrylate, mixed isomers
	Dihydrocarveyl propionate
	17 α, 21-Dihydroxy-16 α-methylpregna-1, 4, 9(11)triene-3, 20-dione 21-acetate
	17 α, 21-Dihydroxypregn-4-ene-3, 20-dione 21-acetate
	3β, 17 α-Dihydroxypregn-5-en-20-one 3-acetate
	3β, 11 α-Dihydroxy-5 α-pregn-16-en-20-one diacetate
	(—)-3,7-Dimethyloct-6-enyl acetate
	Cis-3, 3-(2, 2-Dimethyltrimethyl-enedioxy 6 α-methyl-5 α-pregn-17(20)-5, 11-ene-β, 21-triol 21acetate
	2, 5-Dinitrobenzoic acid
	Ethyl β-8′-apocarotenoate
	Ethyl fluoroacetate
	9 α-Fluoro-11β, 17 α-dihydroxypregn-4-ene-3, 20-dione 17-acetate
	Geranyl 5, 9, 13-trimethyltetradeca-4, 8, 12-trienoate
	Glycerol 1, 3-dipropionate
	Glycerol triproprionate
	n-Hept-2-enoic acid
	n-Hex-3-enoic acid
	2-Methoxyethyl chloroformate
	Methyl 2-chloro-3-(4-chlorophenyl)propionate
	3-(4-Methylcyclohex-3-enyl)but-3-enyl acetate
	Methyl cyclopropanecarboxylate
	Methyl 1-methyl-4-*iso*propylbicyclo[2, 2, 2]oct-2-ene-6-carboxylate
	Methyl *p*-toluate
	3-Methyl-*n*-valeric acid
	4-Methyl-*n*-valeric acid
	1-Naphthoic acid
	(±)-Nerolidyl acetate
	(±)-Nerolidyl *iso*butyrate
	(±)-Nerolidyl formate
	(±)-Nerolidyl propionate
	2-Nitrocinnamic acid
	3-Nitrocinnamic acid
	4-Nitrocinnamic acid
	4-Nitrophenylacetic acid
	n-Non-3-enoic acid
	Nonyl acetate, mixed isomers, having a specific rotation at 20° centigrade to the D - line of sodium between –9° and –13°
	n-Non-2-ynoic acid
	n-Oct-2-ynoic acid
	Pentadecafluoro-*n*-octanoic acid
	Pentafluoropropionic acid
	Pent-4-enoic acid
	2-Phenyl-*n*-butyric acid
	2-Phenylethyl cinnamate
	1-Phenyl-2-salicyloylvinyl benzoate
	n-Propyl acrylate
	*iso*Propyl acrylate
	Sodium pentadecafluoro-*n*-octanoate
	m-Toluic acid (—COOH at 1)
	Tricyclo [5, 2, 1, $0^{2,6}$] dec-4-en-8-yl acetate
	Tricyclo [5, 2, 1, $0^{2,6}$] dec-4-en-8-yl formate
	Trigol dimethacrylate
	3β, 17 α, 21-Trihydroxypregn-5-en-20-one 21 acetate
	4, 7, 7-Trimethylbicyclo [4, 1, 0] hept-4-en-3-ylmethyl acetate
	2, 4, 6-Trinitrobenzoic acid which yields not more than 0·1 per cent by weight of sulphated ash
	Vaccenic acid
	Vinyl *n*-butyrate
	Vinyl *n*-dodecanoate
	Vinyl 2-ethylhexanoate
29.15	*cis*Aconitic acid
	Bicyclo [2, 2, 1] hept-5-ene-2, 3-dicarboxylic acid
	Biphenyl-2, 2′-dicarboxylic acid
	n-Butyl hydrogen itaconate
	Calcium malonate
	Cyclohexane-1, 2-diacetic acid
	Dichloromaleic anhydride
	Di(tridecyl) sodium-sulphosuccinate, mixed isomers
	Dodecane-1, 12-dioic acid
	Hexafluoroglutaric acid
	Hexafluoroglutaryl chloride
	Hydroxydione sodium succinate
	Itaconic anhydride
	Pyromellitic dianhydride
	Sodium oxylate which, in the form in which it is imported, contains not less than 5·0 per cent by weight of moisture and which contains in the dried material not more than 98·0 per cent by weight of oxalates expressed as sodium oxalate, $Na_2C_2O_4$
	Suberic acid
	Terephthaloyl chloride
29.16	Acetone-1, 3-dicarboxylic acid
	n-Butyl 4, 4-di*tert*butylperoxyvalerate
	4-*n*-Butyryl-2, 3-dichlorophenoxyacetic acid
	Calcium bromide lactobionate
	Calcium glucoheptonate, pyrogen free
	3, 4-Dihydroxybenzoic acid

(*Continued on next page*)

REVIEW OF TEMPORARY EXEMPTIONS, *continued*

Tariff No.	Description
	3, 4-Dihydroxyphenylacetic acid
	2, 3-Dimethoxybenzoic acid
	3, 4-Dimethoxyphenylacetic acid
	3, 4-Epoxy-6-methylcyclohexylmethyl 3, 4-epoxy-6-methylcyclohexanecarboxylate
	Ethyl diethoxyacetate
	Ethyl 2-hydroxy*iso*butyrate
	Ethyl 2-hydroxy-2-methylbutyrate
	Ethyl pyruvate
	Galacturonic acid
	2-(4-Hydroxybenzoyl) benzoic acid
	Lactobionic acid
	Laevulic acid
	L-Malic acid
	Managanese α-D-glucoheptonate
	Mucic acid
	2-Oxo-2, 3 : 4, 6-di*iso*propylidenegulonic acid
	Oxydiacetic acid
	3-Phenylsalicylic acid
	*iso*Propyl 4, 4′-dichlorobenzilate
	*tri*Sodium (±)-*iso*citrate
	Sodium 2, 5-dihydroxybenzoate
	Sodium 2-hydroxy-4-methoxybenzoate
	Vanillic acid
29.17	1-*iso*Butyl-4-ethyloctyl sodium sulphate
29.19	Barium hydrogen 2-phosphoglycerate
	Calcium phytate
	1, 2-Dibromo-2, 2-dichloroethyl dimethyl phosphate
29.20	2-*sec*Butyl-4, 6-dinitrophenyl *iso*propyl carbonate
	Di-(4-*tert*butylcyclohexyl)peroxydicarbonate
29.21	*O*-4-Bromo-2,5-dichlorophenyl *OO*-diethyl phosphorothioate
	1, 3-Di-(4-methyl-1, 3, 2-dioxaborinan-2-yloxy)-*n*-butane
	OO-Dimethyl *O*-2, 4, 5-trichlorophenyl phosphorothioate
	Di-(4, 4, 6-trimethyl-1, 3, 2-dioxaborinan-2-yl) oxide
	Phenyl phosphorodichloridate
29.22	4-Aminobiphenyl
	6-Aminochrysene (I.U.P.A.C. numbering)
	2-Amino-4, 4′-dinitrobiphenyl
	Amitriptyline embonate
	Benzphetamine hydrochloride
	2-Bromo-5-trifluoromethylaniline
	4-Bromo-2-trifluoromethylaniline
	4-Bromo-3-trifluoromethylaniline
	2-Chloro-*NN*-diethyl-4-nitroanilinium chloride zinc chloride
	N-3-Chloropropyldimethylammonium chloride, solid
	2-Chloro-5-trifluoromethylaniline
	4-Chloro-3-trifluoromethylaniline
	Cyclopentamine 2-(4-hydroxybenzoyl) benzoate
	(Cyclopropylmethyl) ammonium chloride
	Diallylamine
	1, 7-Diaminoheptane
	Diamylamine, mixed isomers
	2, 6-Dibromoaniline
	2, 4-Dichlorobenzylamine
	3, 4-Dichlorobenzylamine
	1, 4-Di(dimethylamino)butane
	3-Dimethylaminopropyne
	NN-Dimethyl-*n*-octylamine
	6, 10-Dimethyl-2, 6, 10, 14-tetra-azapentadecane
	2, 6-Dinitro-*NN*-di-*n*-propyl-4-trifluoromethylaniline
	Di-*n*-octylamine
	Di-*n*-propylamine
	Fencamfamin hydrochloride
	2-Fluoroaniline
	4-Fluoroaniline
	2-Fluoro-5-trifluoromethylaniline
	4-Fluoro-2-trifluoromethylaniline
	n-Heptylamine
	3-Methylbenzylamine
	1-Methylheptylamine
	N-Methyl-1-methylprop-2-ynylamine
	N-(2-Methyl-2-nitropropyl)-4-nitrosoaniline
	N-Methyltaurine
	2-Naphthylamine
	n-Pentylamine
	Prenylamine lactate
	n-Propylamine
	(–)-Propylhexedrine hydrochloride
	Protriptyline hydrochloride
	Spermidine
	Spermidine trihydrochloride
	Taurine
	5, 6, 7, 8-Tetrahydro-1-naphthylamine
	1, 2, 3, 4-Tetrahydro-2-naphthylamine
	5, 6, 7, 8-Tetrahydro-2-naphthylamine
	m-Tolidine dihydrogen sulphate)
	Tolpropamine hydrochloride
	Triallylamine
	Tri-*n*-decylamine
	Triethylammonium 3β, 17β-dihydroxyandrost-5-en-17 α-ylpropionate
	2-Trifluoromethylaniline
	Tri-*n*-hexylamine
	Tri-*n*-octylamine
	Tri-*n*-pentylamine
	Tri*iso*pentylamine
	Tri-*n*-propylamine
29.23	2-Amino-5, 2′-dichlorobenzophenone
	2-Amino-4, 6-dichlorophenol
	1-Amino-3-diethylaminopropan-2-ol
	DL-2-Amino-3-(3, 4-dihydroxyphenyl-2-methylpropionic acid
	2-Amino-1-(3, 4-dihydroxyphenyl) propan-1-ol-hydrochloride
	2-(2-Aminoethoxy) ethanol
	5-Amino-1-naphthol
	3-Amino-2-naphthol
	4-Aminophenylacetic acid
	(+)-2-Aminopropan-1-ol
	5-Aminosalicylic acid (—COOH at 1)
	Amylocaine hydrochloride
	(–)-2-Benzylaminopropan-1-ol
	(±)-2-Benzylaminopropan-1-ol
	Butacaine sulphate
	Calcium 3-aminopropionate
	Calcium 4-aminosalicylate (—COOH at 1)
	Chlophedianol
	Chlophedianol hydrochloride
	4-(4-Chlorophenoxy) aniline
	Chlorphenoxamine hydrochloride
	1, 2-Diaminocyclohexane-*NNN′N′*-tetra-acetic acid
	1,3-Diaminopropan-2-ol
	3, 3′-Di(carboxymethoxy) benzidine, dipotassium salt
	6, 6′-Dichloro-*o*-dianisidine
	2, 2-Diethoxyethylamine
	2-Diethylaminoethyl 4-amino-2-*n*-propoxybenzoate *mono*hydrochloride
	2-Diethylaminoethyl diphenylacetate hydrochloride
	3-Diethylaminopropan-1-ol
	3-(3, 4-Dihydroxyphenol)-DL-alanine
	2-(3, 4-Dihydroxyphenol)ethylammonium chloride
	N-2, 2-Dimethoxyethylmethylamine
	1-(3, 4-Dimethoxyphenyl)-1-dimethylamino-4-phenylbutane hydrochloride
	β-Dimethylamino*iso*butyrophenone hydrochloride
	Embramine hydrochloride
	Ethylenediamine-*NN′*-diacetic acid
	Ethylenediamine-*NN′*-di-[α-(2-hydroxyphenyl) acetic acid]
	D-Glucosamine hydrochloride
	DL-Homoserine
	1-(4-Hydroxyphenol)-2-methylaminoethanol hydrogen tartrate
	1-(4-Hydroxyphenyl)-2-methylaminoethanol tartrate
	Isoetharine mesylate
	DL-*nor*Leucine
	Levopropoxyphene napsylate
	DL-Lysine dihydrochloride
	L-Lysine ethyl ester dihydrochloride
	Lyxosamine
	Magnesium glutamate hydrobromide
	Mannomustine dihydrochloride
	Meclofenoxate hydrochloride
	Meteraminol hydrogen (+)-tartrate
	3-(3-Methylaminoprop-1-ynyl)-1, 2 : 4, 5-dibenzocycloheptadien-3-ol
	Orphanadrine
	Potassium 4-aminosalicylate (—COOH at 1)
	Potassium dimethylaminoacetate
	Procaine
	Proxymetacaine *mono*hydrochloride
	DL-Threonine
	Trolnitrate phosphate
	Tyramine hydrochloride
	DL-Tyrosine
	DL-*nor*-Valine
29.24	Betaine
	Carbenoxolone, dicholine salt
	Catelkonium chloride
	1, 3-Di(dimethylamino)propan-2-ol dimethiodide
	Edrophonium chloride
	N-2, 3-Epoxypropyltrimethylammonium chloride
	Oxyphenonium bromide
29.25	*O*-Acetyl-4′-chloro-3, 5-di-iodosalicylanilide
	N-Acetyl-L-glutamine
	N-Acetyl-L-tyrosine
	Ambucetamide
	L-β-Asparagine
	Barbitone
	N-Bromoacetamide
	Bucetin
	N-(*n*-Butoxymethyl) acrylamide
	O-Carbamyl-β-methylcholine chloride
	Carbiphene hydrochloride
	Chloroacetamide
	N-5-Chloro-2-(4-chloro-2-sulphophenoxy)-phenyl-*N′*-3, 4-dichlorophenylurea
	2-Chloro-2-diethylcarbamoyl-1-methylvinyl dimethyl phosphate
	11a-Chloro-5-hydroxytetracycline 6, 12-hemiacetal
	N-4-(4-Chlorophenoxy) phenyl-*N′N′*-dimethylurea
	N-(3-Chloro-*p*-tolyl)-2-methyl-*n*-valeramide
	Chlorphenesin carbamate
	N-Cyclo-octyl-*N′N′*-dimethylurea
	Cyclopropanecarboxyamide
	Diacrylamidomethane
	3′, 4′-Dichloromethacrylanilide
	NN′-Di-(4-chloro-3-trifluoromethylphenyl) urea
	2-(2, 5-Dihydroxybenzamido) ethanol
	NN′-Dimethyl-*NN′*-dinitrosoterephthalamide
	NN-Dimethyl-*N′*-3-trifluoromethylphenylurea
	NN′-Dimethylurea containing not more than 0·005 per cent by weight of iron calculated as Fe
	Di-(4-phenoxycarbonylaminophenyl) methane
	DL-Glutamine
	N-Glycyl-L-β-asparagine
	N-Glycyl-DL-β-asparagine
	1-Hydroxymethyl-5, 5-dimethylhydantoin, solid
	Iodipamide, dimeglumine salt
	Mebutanate
	Methyl 4-acetamido-2-ethoxybenzoate
	Metoclopramide dihydrochloride
	Metoclopramide *mono*hydrochloride
	Niclosamide
	Oxethazaine
	2-*iso*Propoxyphenylmethylcarbamate
	Sodium diatrizoate
	Styramate
	5, 3′, 4′-Trichlorosalicylanilide
	Vinbarbitone sodium
29.26	α-(4-Aminophenyl)- α-ethylglutarimide
	N α-Benzoyl-DL-arginine 2-naphthylamide hydrochloride
	Creatine
	1,2-Di-(1, 3-dimethylbutylideneamino)ethane
	Di-[2-(1, 3-dimethylbutylideneamino)ethyl, amine
	1-(Di-[2-(1, 3-dimethylbutylideneamino)ethyl,-amino)-3-phenoxypropan-2-ol
	N-(2-Ethylhexyl)bicyclo [2, 2, 1] hept-5-ene-2, 3-dicarboxyimide
	4-Guanidinobutyric acid
	Phenformin *mono*hydrochloride
	NNN′N′-Tetramethylguanidine
29.27	*n*-Butyronitrile
	3-Chlorophenylacetonitrile
	Cyanocyclopropane
	3-Cyclohexylaminopropionitrile
	2, 6-Dichlorobenzonitrile
	α α′-Dicyano-*o*-xylene
	α α′-Dicyano-*m*-xylene
	α α′-Dicyano-*p*-xylene
	4-Diethylaminobutyronitrile
	2-Dimethylamino-2, 2-diphenyl-*n*-valeronitrile
	4-Di-*n*-propylaminobutyronitrile
	4-Di*iso*propylaminobutyronitrile
	Ethyl 2-cyano-3-ethoxyacrylate
	2-Ethylhexyl 2-cyano-3, 3-diphenylacrylate
	n-Hexanonitrile
	3-Hydroxypropionitrile
	2-Phenylpropionitrile

Tariff No.	Description
	Succinonitrile
	o-Tolunitrile
	o-Tolylacetonitrile
	p-Tolylacetonitrile
29.28	4-Anilinophenyldiazonium hydrogen sulphate
	3, 4-Dimethyl-6-D-ribitylaminoazobenzene
	2, 5, 4′-Triethoxy-4-biphenylyldiazonium zinc chloride
29.29	*N*-(4-Bromophenyl)-*N*′-methoxy-*N*′-methylurea
	2-Chloro-4, 6-xylylhydrazinium chloride
	Cyclopropanecarboxylhydrazide
	Desferrioxamine
	Desferrioxamine hydrochloride
	Di(dimethylglyoximato) diamminecobaltic nitrate
	Diethyl naphthalimido phosphate
	Di-(17β-hydroxy-2 α, 17 α-dimethyl-5 α-androstan-3-ylidene) hydrazine
	N-Hydroxyphthalimide
	Pheniprazine *mono*hydrochloride
29.30	1-Chloro-2-*iso*cyanatobenzene
	1-Chloro-3-*iso*cyanatobenzene
	1-Chloro-2-*iso*cyanatoethane
	1-*iso*Cyanato-4-fluorobenzene
	1-*iso*Cyanatopropane
	3-Cyano-5-dimethylamino-2-methyl-3-phenylhexane cyclamate
	1, 4-Dichloro-2-*iso*cyanatobenzene
	4, 4′-Di*iso*cyanato-3, 3′-dimethoxybiphenyl
	4, 4′-Di*iso*cyanato-3, 3′-dimethylbiphenyl
	Tetra(dimethylamino) diboron
	4, 4′, 4″-Tri*iso*cyanatotriphenylmethane
29.31	*N*-Acetyl-DL-methionine
	Ammonium phenylhydrazinodithioformate
	4-*tert*Butylbenzenethiol
	Calcium 2-hydroxy-4-(methylthio) butyrate
	L-Cystathionine
	DL-Cystathionine
	Cysteine methyl ester hydrochloride
	D-Cystine
	n-Decane-1-thiol
	2, 5-Dichlorophenylthiomethyl *OO*-diethyl phosphorodithioate
	Di-(2-cyanoethyl) sulphide
	2-Diethylaminoethanethiol hydrochloride
	Diethyl *S*-2-ethylthioethyl phosphorothioate
	Di-(2-ethylhexyl) 4, 4′-thiodibutyrate
	Dimethyl *S*-2-(1-methylcarbamoylethylthio)-ethyl phosphorothioate
	OO-Dimethyl, phthalimidomethyl phosphorodithioate
	Di-(4-nitrophenyl) disulphide
	Diphenyl disulphide
	Diphenyl sulphide
	3, 6-Dithiaoctane-1, 8-diol
	D-Ethionine
	L-Ethionine
	S-Ethyl di-*n*-propylthiocarbamate
	Ethylene-1, 2-di-(*N*′*N*′-dimethylthiuram disulphide)
	O-2-Ethylthioethyl *OO*-dimethyl phosphorothioate
	Glutathione disulphide
	Glutathione, *mono*sodium salt
	N-Glycyl-DL-methionine
	N-Hexane-1-thiol
	2-Mercapto*iso*butyric acid
	2-Mercaptoethylammonium chloride
	2-Methoxyethylcarbamoylmethyl *OO*-dimethyl phosphorodithioate
	Methyl phenyl sulphide
	Methylsulphonal
	4-(Methylthio)-3-, 5-xylyl methylcarbamate
	1-Naphthylthiourea
	Noxythiolin
	Pentachlorobenzenethiol
	n-Pentane-1-thiol
	Propane-1, 3-dithiol
	S-*n*-Propyl *n*-butylethylthiocarbamate
	Sodium ethylxanthate
	Sodium toluene-4-sulphinate
	Sulphanol
	Thioacetanilide
	Thiobarbituric acid
	Thiocarlide
	Thiomesterone
	Toluene-2-thiol
	Zinc di-(2-benzamidophenyl sulphide)
	Zinc propylenebisdithiocarbamate
29.32	*o*-Arsanilic acid
	Cacodylic acid
	*di*Sodium methylarsonate
29.33	Methylmercury hydroxide
29.34	Allyltrichlorosilane
	*sec*Butyl-lithium
	3-Chloropropyltrimethoxysilane
	Dimethyl 2, 2, 2-trichloro-1-hydroxyethylphosphonate
	Diphenylsilanediol
	Phenylphosphinic acid
	Tri-*n*-butylaluminium
29.35	Acetoguanamine
	2-Acetothienone
	2-Acetylbenzofuran
	3-Acetyl-2, 4-dimethylpyrrole
	N-Acetylhistamine
	3-Acetylindole
	5-Acetylindoline
	3-Acetylpyridine
	4-Acetylpyridine
	N-Acetyl-DL-tryptophan
	Acridone
	Adenine sulphate
	Adenosine 3′-(dihydrogen phosphate)
	Adenosine 5′-(tetrahydrogen triphosphate)
	Adenosine 5′-(tetrasodium triphosphate)
	Adenosine 5′-(trilithium pyrophosphate)
	S-Adenos-5′-yl-L-methionine iodide
	2-Allyloxypyridine
	2-Aminobenzothiazole-6-carboxylic acid
	4-Aminobutryl-L-histidine sulphate
	5-Amino-4-chloro-2-phenylpyridazin-3-one
	5-Amino-1-di(dimethylamino)phosphinyl-3-phenyl-1, 2, 4-triazole
	2-(1-Aminoethyl)-3, 4-di(hydroxymethyl)furan hydrochloride
	4-Amino-5-methoxymethyl-2-*n*-propylpyrimidine
	2-Amino-4-methylpyrimidine
	3-Amino-1-phenyl-5-pyrazolone
	6-Amino-2-picoline
	2-Amino-3-picoline
	2-Amino-4-picoline
	Aminopterin

Tariff No.	Description
	Ammonium hydrogen 7-oxabicyclo[2, 2, 1]-heptane-2, 3-dicarboxylate
	*di*Ammonium 7-oxabicyclo[2, 2, 1]heptane-2, 3-dicarboxylate
	8-Aza-adeniline
	Azapetine dihydrogen phosphate
	Bamipine *mono*hydrochloride
	3, 4-Benzacridine
	2-[2-(4-Benzhydrylpiperazin-1-yl)ethoxy] ethanol dihydrochloride
	2-[2-(4-Benzhydrylpiperazin-1-yl) ethoxy] ethanol-4, 4′-methylenedi-(3-hydroxy-2-naphthoate)
	2-Benzhydrylpyridine
	3-Benzhydrylpyridine
	4-Benzhydrylpyridine
	Benziodarone
	5, 6-Benzoquinoline
	N-Benzothiazol-2-yl-*NN*′-dimethylurea
	6-Benzylaminopurine
	3-Benzyl-1-methyl-2-*n*-undecylimidazolium bromide
	Biperiden
	4, 4′-Biphenyldiyldi-(2, 5-diphenyltetrazolium chloride)
	2, 2′-Biquinolyl
	5-Bromo-3-*sec*butyl-6-methyluracil
	5-Bromo-2′-deoxycytidine
	5-Bromo-2′-deoxyuridine
	5-Bromoindole
	5-Bromoindole-3-aldehyde
	5-Bromo-6-methyl-3-*iso*propyluracil
	2-Bromothiophen
	5-Bromouracil
	Butalamine hydrochloride
	2-*n*-Butoxypyridine
	*tert*Butyl 1-(4-chlorobenzoyl)-5-methoxy-2-methylindol-3-ylacetate
	3-*tert*Butyl-5-chloro-6-methyluracil
	*tert*Butyl-5-methoxy-2-methylindol-3-ylacetate
	2-Carbamoyloxymethyl-1-methyl-5-nitroimidazole
	1-(Carboxymethyl) pyridinium chloride, pyridinium salt
	1-(4-Chlorobenzyl)-2-methylbenzimidazole hydrochloride
	6-Chloro-2-chloromethyl-4-phenylquinazoline 3-oxide hydrochloride
	O-3-Chloro-4-methylcoumarin-7-yl *OO*-diethyl phosphorothioate
	2-Chloropyridine
	Chlorthenoxazin
	(±)-*iso*Citric acid lactone
	Cocarboxylase
	Creatinine hydrochloride
	Cumetharol
	5-Cyanoindole
	3-Cyano-4-methoxymethyl-6-methyl-5-nitro-2-pyridone
	3-Cyclohexyl-1, 2, 3, 4, 6, 7-hexahydro-2, 4-dioxocyclopentapyrimidine
	Cyclome hycaine hydrogen sulphate
	2-Cyclopentyl-2-(2-thienyl)glycollic acid
	Cytidine
	Cytidine dihydrogen phosphate, mixed 2′-and 3′-isomers
	Cytosine
	2′-Diexyadenosine
	2′-Deoxycytidine 5′-(disodium phosphate)
	2′-Deoxycytidine hydrochloride
	2′-Deoxyguanosine
	2′-Deoxyguanosine 5′-(disodium phosphate)
	Dextromethorphan
	Dibe nzofuran
	2-(3, 5-Di*tert*butyl-2-hydroxyphenyl)benzotriazole
	3, 5-Dichloro-4-hydroxylutidine
	5-(2-Diethylaminoethyl)-3-phenyl-1, 2, 4-oxadiazole dihydrogen citrate
	5-(2-Diethylaminoethyl)-3-phenyl-1, 2, 4-oxadiazole dihydrogen phosphate
	Diethyl phenyl-2-pyridylmethylmalonate hydrochloride
	2,4-Diethyl-6-*iso*propoxy-1, 3, 5-triazine
	OO-Diethyl *O*-pyrazin-2-yl phosphorothioate
	OO-Diethyl *O*-3, 5, 6-trichloro-2 pyridyl phosphorothioate
	α-(4-[4, 4-Di-(4-fluorophenyl)butyl]piperazin-1-yl)acet-2′, 6′-xylidide
	Dihydrallazine *mono*sulphate
	(±)-2 ,3-Dihydro-4-methyl-2-(2-methylprop-1-enyl)pyran
	Dihydronicotinamide-adenine dinucleotide phosphate, tetrasodium salt
	2, 4-Dihydroxyquinoline, disodium derivative
	Dimethindene hydrogen maleate
	Dimethoxanate *mono*hydrochloride
	OO-Dimethyl morpholinocarbonylmethyl phosphorodithioate
	OO-Dimethyl 4-oxobenzotriazin-3-ylmethyl phosphorodithioate
	3, 6-Dimethyl-1-phenylphosphepan
	4, 4-Dimethyl-1-phenyl-3-pyrazolidone
	2, 5-Dimethylpyrazine
	2, 4-Dimethylthiophan 1, 1-dioxide
	Diperodon hydrochloride
	Diphenoxarsin-10-yl oxide
	Diphenylpyraline hydrochloride
	NN-Di*iso*propylbenzothiazole-2-sulphenamide
	Di-*n*-propyl pyridine-2, 5-dicarboxylate
	Dipyridamole
	1, 3-Di-(2-pyridylimino)*iso*indoline
	Di(pyrrobutamine) napadisylate
	Distigmine bromide
	Ellagic acid
	7-Ethoxy-4-methylcoumarin
	Ethyl 6, 7-di*iso*butoxy-4-hydroxyquinoline-3-carboxylate
	Ethyl 7-methyl-4-oxo-1, 8-naphthyridine-3-carboxylate
	N-Ethyl-*N*′-(5-nitrothiazol-2-yl)urea
	2-Ethylpiperidine
	Fentanyl
	Fentanyl dihydrogen citrate
	Flavin-adenine dinucleotide
	Fluanisone
	1-[3-(-Fluorobenzoyl)propyl]-4-hydroxy-4-(3-trifluoromethylphenyl) piperidinium chloride
	1-(1-[3-(4-Fluorobenzoyl)propyl-4-piperidyl)-benzimidazolin-2-one hydrochloride
	5-Fluorouracil
	3-(2-Furyl)acrylic acid
	D-Glucuronolactone
	Glycine-6-hydroxy-2*H*-pyridazin-3-one complex, sodium derivative
	2-Guanidinobenzimidazole
	Guanine
	Guanine hydrochloride
	Guanosine 3′-(dihydrogen phosphate)
	Haematoporphyrin
	Haematoporphyrin dihydrochloride
	Hecogenin
	Hecogenin acetate

(Continued on next page)

REVIEW OF TEMPORARY EXEMPTIONS, *continued*

Tariff No.	Description
	N-n-Hexadecyl-*N*-[2-(*N*-4-methoxybenzyl-2-pyrimidylamino)ethyl]dimethyl-ammonium bromide
	Hexahydro*iso*nicotinamide
	1, 4-*n*-Hexanolactone
	1, 6-Hexanolactone
	Hexocyclium methylsulphate
	2-*n*-Hexyl-1, 4-butyrolactone
	Histamine di-(3, 4-dichlorobenzenesulphonate)
	DL-Histidine *mono*hydrochloride
	2-Hydrazinobenzothiazole
	2-Hydroxycarbazole
	Hydroxychloroquine *mono*sulphate
	1-(2-Hydroxyethyl)-2-*n*-nonylimidazoline
	3-Hydroxy-5-hydroxymethyl-4-methoxymethyl-2-picolinium chloride
	8-Hydroxynaphth [1, 2-*d*]imidazole
	3-Hydroxypyridine
	1-Hydroxypyridine-2-thione, sodium derivative
	5-(α-Hydroxy- α-2-pyridylbenzyl)-7-(α-2-pyridylbenzylidene)bicyclo [2, 2-, 1]hept-5-ene-2, 3-dicarboxyimide
	6-Hydroxyquinoline
	4-Hydroxy-3-(1, 2, 3, 4-tetrahydro-1-naphthyl)coumarin
	4-Hydroxy-DL-tryptophan
	5-Hydroxy-DL-tryptophan
	Imidazol-1-ylacetic acid
	3-(Imidazol-4-yl)propionic acid
	Imperatorin
	Indole-3-carboxylic acid
	Indole-5-carboxylic acid
	Inosine
	Inosine 5′-(trisodium pyrophosphate)
	6-Iodopurine
	Iproniazid *mono*phosphate
	Lepidine
	Leptazol
	Levallorphan hydrogen tartrate
	Levorphanol hydrogen tartrate
	2, 3-Lutidine
	2, 5-Lutidine
	Meclozine dihydrochloride
	Mepenzolate bromide
	Methapyrilene 2-(4-hydroxybenzoyl)benzoate
	Methdilazine *mono*hydrochloride
	2-(Methoxycarbonylhydrazonomethyl) quinoxaline 1, 4-dioxide
	5-Methoxyindole
	2-Methoxyphenothiazine
	α-(4-Methoxyphenyl)piperidinoacetamide
	α-(4-Methoxyphenyl)piperidinoacetonitrile
	α-(4-Methoxyphenyl)pyrrolidinoacetamide
	α-(4-Methoxyphenyl)pyrrolidinoacetonitrile
	8-Methoxypsoralen
	6-Methoxyquinoline
	6-Methylaminopurine
	2-Methylbenzoselenazole
	3-Methylbenzothiazolium toluene-4-sulphonate
	3-Methylchromone
	Methyl 7-diethylamino-4-hydroxy-6-*n*-propylquinoline-3-carboxylate
	6-Methyl-1, 3-dithiolo [4, 5-*b*]quinoxalin-2-one
	2-Methylfuran
	1-Methylimidazol-4-ylacetic acid
	1-Methylindole-2-carboxylic acid
	3-Methyl-1-(4-nitrophenyl)-5-pyrazolone
	6-Methylpicolinic acid
	3-(2-Methylpiperidino)propan-1-ol
	1-Methyl-4-piperidone
	N-Methyl-3-piperidylmethanol
	Methyl 2-pyridylacetate
	Methyl 4-pyridylacetate
	4-Morpholinobutyronitrile
	N-(Morpholinomethyl) pyrazinecarboxyamide
	α-Morpholinophenylacetamide
	α-Morpholinophenylacetonitrile
	3-Morpholino-1-phenyl-1-(2-thienyl)-propan-1-ol methiodide
	3-Morpholinopropionitrile
	Nalidixic acid
	2-(1-Naphthyl)-5-phenyloxazole
	*iso*Nicotinyl alcohol
	5-Nitroindole
	2-Nitrothiophen
	1, 3, 4, 5, 6, 7, 8, 8-Octachloro-1, 3, 3a, 4, 7, 7a-hexahydro-4, 7-methano*iso*benzofuran
	1, 4, 4a, 4b, 5, 8, 8a, 8b-Octahydrodibenzofuran-4b-aldehyde
	7-Oxabicyclo[2, 2, 1]heptane-2, 3-dicarboxylic acid
	Oxazepam
	Oxyphenisatin diacetate
	(+)-Pantolactone, which yields on hydrolysis not more than 5 parts per million by weight of cyanides calculated as CN
	Pemoline
	1, 4-*n*-Pent-2-enolactone
	Penthienate hydrochloride
	Penthienate methobromide
	Phenazopyridine *mono*hydrochloride
	Phenodioxin
	Phenoperidine
	2-Phenoxypyridine
	Phenprocoumon
	4-(*N*-Phenylamidino)thiazole hydrochloride
	2-Phenylindole
	1-Phenylphosphorinan
	α-Phenylpiperidinoacetamide
	α-Phenylpiperidinoacetonitrile
	3-Picoline
	4-Picoline
	Picolinic acid
	Pipazethate *mono*hydrochloride
	4-Piperidinobutyronitrile
	2-Piperidinoethyl 3-methyl-4-oxo-2-phenyl-chromene-8-carboxylate hydrochloride
	Piperidolate hydrochloride
	Potassium 4-amino-3, 5, 6-trichloropicolinate
	Potassium hydrogen 7-oxabicyclo [2, 2, 1]heptane-2, 3-dicarboxylate
	*di*Potassium 7-oxabicyclo [2, 2, 1]heptane-2, 3-dicarboxylate
	Propiomazine hydrogen maleate
	2-*n*-Propylpyridine
	Prothipendyl *mono*hydrocloride
	Pyrazole
	Pyridine-2, 3-dicarboxylic acid
	3-Pyridylacetic acid
	2-Pyridylacetic acid hydrochloride
	4-Pyridylacetic acid hyrochloride
	3-Pyridylacetonitrile
	3-Pyridyl dimethylcarbamate
	1-(4-Pyridyl) pyridinium chloride
	Pyrimidine
	Pyritinol dihydrochloride
	4-Pyrrolidinobutyonitrile
	3-Pyrroline
	*di*Sodium 7-oxabicyclo [2, 2, 1] heptane-2, 3-dicarboxylate
	Sodium 2-phenylcinchoninate
	Sodium 6, 8-thioctamidoacetate
	Tetrachlorothiophen
	Tetra(dichloro-1, 3, 5-triazinetrione)-trichloro-1, 3, 5-triazinetrione complex, tetrapotassium derivative
	Tetrahydro-2-methylfuran
	Tetrahydro-4-methl-6-ureido-2-pyrimidone
	2-Tetrahydro-5-methyl-5-vinyl-2-furyl)-propan-2-ol
	3-(Tetrahydro-2-*n*-pentyl -3-furyl)-1-[3-(tetrahydro-2-*n*-pentyl-3-furyl)propoxy] propan-1-ol
	Thenyldiamine *mono*hydrochloride
	6, 8-Thioctamide
	5, 8-Thioctic acid
	Thioguanine
	Thionaphthen
	Thioxolone
	Tigogenin acetate
	Triaziridin-1-ylphosphine oxide
	NN′-Trimethyleneurea
	Tripelennamine citrate
	Tripelennamine *mono*hydrochloride
	Tryptamine hydrochloride
	Uric acid
	Uridine
	Uridine 3′-(dihydrogen phosphate)
	Uridine 5′-(disodium dihydrogen triphosphate)
	Usnic acid
	Visnadine
	Xanthen-9-carboxylic acid
	Xanthurenic acid
	Zoxazolamine
29.63	*N*-Dichlorofluoromethylthio-*N′N′*-dimethyl-*N*-phenylsulphamide
	Dimethothiazine mesylate
	2-Methoxy-3-sulphanilamidopyrazine
29.37	4, 5, 6, 7, 3′, 5′, 3″, 5″-Octabromophenolsulphonephtalein
	Sulthiame
29.38	Ergosterol
	D-γ-Tocopherol
29.39	3-Cyclopentyloxy-17 α-hydroxypregna-3, 5-dien-20-one acetate
	3-Cyclopentyloxypregna-3, 5-dien-20-one
	Deoxycorticosterone pivalate
	Dexamethasone 21-(disodium phosphate)
	Dexamethasone 21-*iso*nicotinate
	Dexamethasone 21-(3-sodium-sulphobenzoate)
	6 α-Fluoro-11 β, 21-dihydroxy-16 α, 17 α-*iso*propylidenedioxypregna-1, 4-diene-3, 20-dione
	Fluorometholone
	Fluoxymesterone
	Follicle stimulating hormone (FSH) and luteinising hormone (LH), mixed
	17 α-Hydroxypregn-4-ene-3, 20-dione *n*-heptanoate
	17 α-Hydroxypregn-4-ene-3, 20-dione *n*-hexanoate
	Lynoestrenol
	Nandrolone laurate
	17 β-Oestradiol di-*n*-undecanoate
	17 β-Oestradiol 17-*n*-valerate
	Oxytocin dihydrogen citrate
	Prednisolone 21-pivalate
	Prednisolone 21-(3-sodium-sulphobenzoate)
	Prednisolone 21-*O*-stearoylglycollate
	Prednylidene
	Testosterone 3-cyclohexylpropionate
	Testosterone-*n*-heptanoate
	DL-Thyroxine sodium
29.41	Digitoxin
	Ouabain
29.42	Alcuronium chloride
	Arecoline
	Arecoline-acetarsol
	Bamifylline hydrochloride
	Berberine hydrogen sulphate
	Bicuculline
	2-Bromo-*NN*-diethyl-D-lysergamide hydrogen tartrate
	Bulbocapnine hydrochloride
	Cinchonine *mono*hydrochloride
	Cinchonine sulphate
	Demecolcine
	Deptropine dihydrogen citrate
	Deserpidine
	Dihydroergocornine
	Dihydroergocristine
	Dihydroergocryptine
	7, 8-Dihydro-14-hydroxy-6-methylene-6-deoxymorphine
	Galanthamine hydrobromide
	Galegine sulphate
	Harmalol
	Harmine
	Hydromorphone hydrochloride
	18 β-Hydroxy-10, 17 α-dimethoxy-20 α-yohimbane-16 β-carboxylic acid lactone
	(+)-Lysergic acid
	Meralluride
	Mescaline hydrochloride
	Mescaline sulphate
	Methoserpidine
	Methylergometrine maleate
	Methysergide hydrogen maleate
	Sparteine *mono*sulphate
	Syrosingopine
	Tamatidine
29.43	D-Arabinose
	Fructose 1-(barium phosphate)
	L-Fucose
	Galactose 6-(barium phosphate)
	Mannose 6-(barium phosphate)
	Turanose
	P^1-Uridine-5′- P^2-glucose-1 disodium pyrophosphate
29.44	Rubidomycin hydrochloride
29.45	Sodium dihydridodi-(2-methoxyethoxy) aluminate
30.01	Grafts of bone or cartilage, defatted, dried and packed in vacuum
38.19	Chlordane

Factsheets on Britain and Europe

INDUSTRIAL OUTPUT in the United States, Western Europe and the rest of the world is compared in the fourth of a series of Government leaflets dealing with the Common Market.

It draws attention to the importance of industrial production on the economies of the Six, their rate of economic growth, and the importance of co-operation in research and development for European industries.

Copies of the leaflet 'Industry and Technology in the Common Market' are available free of charge at post offices.

Applications for temporary exemption from import duty

THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, SW1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by May 26.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
07.01	Tarragon, fresh or chilled	Fresh tarragon	December 31, 1971	11762
28.46	Lithium metaborate	Lithium meta borate anhydrous	December 31, 1971	13592
29.08	Methyltrigol	Methoxy triglycol	December 31, 1971	13599
29.14	*2-Ethylhexyl acrylate	As in previous column	December 31, 1971	11795
29.25	*N* - (1, 1-Dimethyl-3-oxobutyl) acrylamide	Di acetone acrylamide	December 31, 1971	13596
29.31	1, 2-di-(3-ethoxycarbonyl 2-thioureido) benzene	1, 2-Bis (3-ethoxycarbonyl - 2-thioureido) benzene	December 31, 1971	13600
56.01	Staple fibre of extruded polyolefin filaments, having a filament length of not less than 100 millimetres and not more than 175 millimetres and a filament linear density of not less than 15 nor more than 20 decitex (1·5 to 2 milligrammes per metre)	Polypropylene synthetic fibre	December 31, 1971	11652

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The BBC broadcasts overseas in English and 39 other languages. Manufacturers who have an interesting story about British inventions, new products, unusual or striking export achievements, participation in overseas fairs, visits abroad, etc., are invited to contact the BBC. Telephone the Export Liaison Manager, BBC External Services, at 01-240 3456, *Ext.* 2393/2039 *or write: Export Liaison Manager, BBC External Services, Bush House, London, WC2B 4PH.*

The Import Duties (Temporary Exemptions) (No. 4) Order 1971

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 4) Order 1971 (SI 1971 No. 667).

This Order provides that the goods listed in Schedule 1 shall be temporarily exempt from import duty, and those listed in Schedule 2 shall continue to be exempt from import duty, both up to and including December 31, 1971, except for items for which an earlier day is specified.

The Order came into operation on May 4, 1971, and has been published as Statutory Instrument 1971 No. 667.

Copies of the Order are available from Her Majesty's Stationery Office, 49 High Holborn, London, WC1 and branches (price 7½p) or by post from HMSO, PO Box 569, London, SE1 (price 10p).

Prevention of Fraud (Investments) Act, 1958

Dealers in Securities

THE FOLLOWING changes have taken place in the lists of Dealers in Securities under Sections 3 and 16 of the Act:

Licensed Dealers

Additions

Compass Finance (UK) Ltd., 54-60 Gresham Street, London, EC2
Grimshawe Wakefield & Co. Ltd., Pennine House, Russell Street, Leeds, LS1 5TW
Japan International Bank Ltd., 7/8 King Street, London, EC2
Stenhouse Fund Management Ltd., 145 St. Vincent Street, Glasgow, C2

Deletion

Nicolet Newman & Co., Mariners, Westerham, Kent

Change of Name

Innes Segal and Company Ltd., has changed its name to Innes Millar and Company Ltd.

Change of Address

Stock Market Analysts, 58a High Street, Esher, Surrey

Amendment of Address

Anscon Ltd., 31 St. James Street, London, SW1

AUTHORISED UNIT TRUST SCHEMES

THE FOLLOWING AMENDMENTS have taken place in the list of unit trust schemes authorized under Section 17 of the Act and published in Part V of the 1970 Particulars of Dealers in Securities and of Unit Trusts.

Additions

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
J. Henry Schroder Wagg & Co., Limited, 120 Cheapside, London, EC2V 6DS	Schroder Europe Fund	Lloyds Bank Limited, 71 Lombard Street, London EC3P 3BS
Lazard Brothers & Co. Limited, 11 Old Broad Street, London, EC2P 2HT	Lazard Investment Fund	National Westminster Bank Limited, 41 Lothbury, London, EC2
Lazard Brothers & Co. Limited, 11 Old Broad Street, London, EC2P 2HT	Lazard Capital Fund	National Westminster Bank Limited, 41 Lothbury, London, EC2
Lazard Brothers & Co. Limited, 11 Old Broad Street, London, EC2P 2HT	Lazard Income Fund	National Westminster Bank Limited, 41 Lothbury, London, EC2
Legal and General – Tyndall Fund Managers Limited, 18 Canynge Road, Bristol, BS99 7UA	Legal and General – Tyndall Fund	Williams & Glyn's Bank Limited, 20 Birchin Lane, London, EC3

Changes

The name of First Investors and Savers Competitive Capital Fund has been changed to Vavasseur Investment Trust Units.

The name of First Investors and Savers Enterprise Fund has been changed to Vavasseur Enterprise Growth Fund.

The name of Capital Expansion Trust has been changed to Vavasseur Capital Expansion Trust.

The name of The Midlander Unit Trust has been changed to Vavasseur Midlander Unit Trust.

The Investors Growth Fund has been terminated.

The address of Hill Samuel Unit Trust Managers Ltd., has been changed to P.O. Box 173, N.L.A. Tower, 12-16 Addiscombe Road, Croydon, CR9 6AL.

The Trustee of Ulster Hambro Growth Unit Trust has been changed from Belfast Bank Executor and Trustee Company Ltd., to Northern Bank Executor and Trustee Company Ltd., 10 High Street, Belfast, BT1 2DP.

The attention of readers is drawn to the fact that the amendments which should have appeared in *Trade and Industry* on April 14 were inadvertently published a week early in the issue dated April 7.

Aviation and Shipping

The Civil Aviation Authority and how it will operate

In moving the Second Reading of the Civil Aviation Bill on March 29, Mr. Michael Noble, Minister for Trade, stressed the fact that air transport is a fast growing and changing industry. The institutional arrangements must now be updated to meet changed circumstances and needs. The Government do not believe it is any longer appropriate for the various aspects of the regulation of civil aviation to be dealt with in separate compartments. The Government have decided therefore to establish a new public body – the Civil Aviation Authority – whose task will be to regulate the British civil aviation industry as a whole. This is provided for in the new Civil Aviation Bill (which also establishes a British Airways Board to exercise strategic management over the two Air Corporations and their subsidiaries).

Functions

THE CIVIL AVIATION AUTHORITY will take over functions now exercised by the Air Transport Licensing Board and the Air Registration Board, together with a range of civil aviation functions at present performed by the Secretary of State for Trade and Industry. It will undertake the licensing of air transport services and will regulate the safety of civil aviation operations and the airworthiness of the aircraft employed. It will also operate Aberdeen and the Scottish Highlands and Islands aerodromes and, jointly with the Secretary of State for Defence, will run the National Air Traffic Control Service.

Safety in the air will be a prime concern of the new Authority, even though there is little specific mention of safety functions in the Bill. This is because these functions will be vested in the Authority by amendment of the Air Navigation Order. The Authority will be required by the objectives set out in the Bill and by the policy guidance to pursue standards of safety as high as those achieved in any other country.

Constitutional position

The Authority will be a strong professional body, separate from Government. Economic regulation is already the responsibility of an independent body (the ATL B) and it is clearly better that decisions affecting competition between airlines should be taken by such a body. Being separate from the Government, the Authority will be able to speak authoritatively both to and on behalf of the industry. The Authority should also be able to build upon the confidence and reputation already enjoyed by the ARB and to develop the ARB's close consultative arrangements with the industry. It will be just as independent of Government.

The key to the new arrangement is that the Secretary of State will be responsible to Parliament for the formation of policy while the Authority will undertake the execution of that policy. It would be unacceptable in a democratic country to leave the major responsibility for policy in the hands of a body not answerable to Parliament. But it is intended that the Authority should have the maximum freedom in reaching and implementing its own decisions, and should play a positive role in developing and encouraging the industry, within the framework of the objectives set out in the Bill and the policy guidance that will be given to it from time to time with Parliament's approval. The Authority, by reason of its expert knowledge of the industry, will also be in a good position to advise the Government on policy and it will play an important role in helping to formulate any change of direction in the policy to be pursued.

Powers of direction

The Minister listed in his speech on March 29 the civil aviation functions for which the Secretary of State will remain directly responsible. In certain cases, notably in connection with international traffic rights and fares as well as environmental matters, the Authority will have an important role to play in assisting and advising the Secretary of State. The Authority and the Department of Trade and Industry will work closely together in these areas but as the ultimate responsibility will rest with the Secretary of State it is important that he should have the power to give the Authority directions, even though this power should rarely need to be used. The Bill requires the Secretary of State to consult the Authority before issuing such directions and also requires the Authority to publish them in its Annual Report for all to see.

Policy guidance

The Edwards Committee recognised that, because of the changing nature of civil aviation, the Government should be able to amend its policy in the light of changing circumstances. The Government intend therefore to publish their policy as a White Paper which will be subject to Parliamentary debate and approval. The Minister, during the course of his speech, set out the main lines of the Government's policy which, subject to any subsequent modification, will form the basis of the guidance for the Authority. These are reproduced on page 287.

This policy guidance must necessarily be expressed in general terms and deal with essentially economic criteria. It will not, therefore, be in terms that could readily be dealt with by the Courts. Nor could the guidance be expressed in a way that would make it possible to restrict the grounds of appeal to questions of consistency with it. Some right of appeal is necessary to ensure that the Authority acts in accordance with the express wishes of Parliament but to limit the scope for appeals to questions of consistency would mean laying down such hard and fast rules as to put the industry in a straitjacket and destroy the whole purpose of creating an Authority able to use its own discretion.

Appeals

In accepting the need for a right of appeal in respect of air transport licences the Minister said that the intention is to uphold the Authority's decision unless there are major reasons for departing from it. This is important if the standing of the Authority is not to be undermined. The provision for enabling the statement of policy to be reviewed and amended before decisions are taken

by the Authority should also be seen as a means of enhancing the Authority's position by ensuring that its decisions take account of the most recent policy developments. The opportunity will be taken, in making the regulations governing the appeal procedures, to streamline the present arrangements.

The Authority will be the expert body for aviation safety and it is not therefore intended to provide a right of appeal in respect of the various safety licences, certificates and approvals. But the Air Navigation Order will be amended to provide a right of appeal to aggrieved parties in personnel licensing cases where the Authority's decisions are taken for reasons other than technical competence or medical fitness. This will provide a safeguard for the rights of the individual and at the same time ensure that the Authority and only the Authority will be responsible for safety standards.

Air transport licensing system

The Bill strengthens the present air transport licensing system by providing the Authority with the necessary powers to take the initiative for shaping route networks and strengthening the industry's structure. In particular it will have wide powers to collect the financial and statistical information it will need to do its job and, by regulations subject to negative resolution procedure in Parliament, to license air travel organizers as part of the civil aviation industry.

(*Continued on next page*)

MAIN LINES OF GOVERNMENT POLICY ON CIVIL AVIATION

SPEAKING in the debate on the Second Reading of the Civil Aviation Bill in Parliament on March 29, Mr. Michael Noble, Minister for Trade, said:

'There can be no argument about the guidance that should be given on safety matters. We shall stress the need for safety standards – whether of airlines, aircraft construction and maintenance, or in the operation of aerodromes – matching the highest standards achieved anywhere in the world.

'In running the National Air Traffic Control Service, which under the Bill becomes the joint responsibility of the Authority and the Secretary of State for Defence, the Authority will be required to have due regard for the interests of military and civil users, including general aviation interests, so as to ensure the best use of our limited air space.

'The guidance which will apply to the granting of air transport licences and the regulation of fares and charges is of particular importance. The Authority will be asked to allocate licences so as to bring about the geatest benefit to the nation in terms of the objectives set out in Clause 3 of the Bill. We want to see the industry increasing its share of the world's civil aviation air transport market in so far as this can be done profitably. The industry has a great part to play in fostering the development of our export trade, including the bringing of tourists to this country.

'In licensing I do not consider the Authority should reserve any particular type of service, whether scheduled or chartered, exclusively to public or independent airlines, or indeed impose any set balance as between the public and private sectors. We do, however, want to see more than one British airline engaging, or at least being ready to compete, in each type of operation, even though the entry of additional airlines may sometimes need to be carefully controlled in order to avoid wasteful fragmentation of effort. It follows, therefore, that airlines, whether public or independent, should where possible be given the opportunity of developing both their scheduled and non-scheduled services in line with the development of the market. This is just as important to the Air Corporations as it is to the independents, since most of their major foreign competitors have this freedom.

'We want to see the rules covering the sale of seats on a bulk or wholesale basis, whether on scheduled or non-scheduled services, brought up to date and simplified. Our guidance will, therefore, be that restrictions shoulds be kept to the minimum necessary to ensure that there is reasonable capacity for those who wish to buy individual seats on scheduled services at the public fare.

'The guidance will set out the opportunities that should be given to the second force airline in rather more detail than was done in the statement of August 3, 1970. The Government, in making certain routes available to Caledonian/BUA, have had to do what the Edwards Report intended should be done by the Civil Aviation Authority. But once the Authority is set up it will take over the task of deciding the future pattern of routes that will be needed to keep abreast of traffic growth.

'Nobody would dispute that the Air Corporations should continue to be the principal providers of scheduled services. What has now been established is that Caledonian/BUA should be the principal independent scheduled airline. The need to ensure that these airlines have the strength to compete effectively in the world civil air transport market must in general limit, at least for some years to come, the grant to other British airlines of licences to operate international scheduled services that they do not already operate.

'There are severe practical limits to the scope for double designation. In the shorter term the opportunities will be confined mainly to the routes mentioned in the Edwards Report – the North Atlantic and perhaps a few places in Europe. Within these limits, however, the Authority should license more than one British airline to serve the same scheduled service route wherever in its judgment, first, the traffic will be sufficient to support such competing services within a reasonable time; second, the choice and standard of services available to the public are likely to be improved; and, third, in the case of an international route, the aggregate share or the total traffic that is secured by the British airlines is likely to be increased to an extent that will more than offset any lasting disadvantages.

'The Authority should accord to Caledonian/BUA, where practicable, a measure of preference over other airlines in the allocation of licences for new scheduled service routes, for routes on which double designation is desirable, or for charter operations where the number of British airlines needs for the time being to be restricted. The Authority should, however, in every case also take into account the effect of its decisions on the development of other airlines; it is not the Government's intention that there should be an automatic or complete preference.

'The route patterns served by British airlines have grown to some extent haphazardly and do not always lend themselves to the greatest efficiency. This is especially true of regional air services within the United Kingdom. The Authority should examine from time to time, with the airlines concerned, whether scheduled service routes at home and abroad should be adjusted or reallocated among British airlines in order to rationalize any of their route networks. But routes should be transferred between airlines only where this would be likely to promote our main objectives.

'In regulating domestic air services, the Authority should have regard to their place in the total internal transport system, and will keep in close touch with the Department of the Environment, so as to avoid competing investments that have no prospect of proving profitable. The Authority must take account of the contribution which air services may make to regional development. The Authority will also have the task of advising the Government and others concerned on the provision and development of aerodromes to match the development of air services.

'The Bill sets out certain limitations as to the disclosure of commercially confidential information, but within these limits the Authority should publish promptly full statistical and other information about the industry and enterprises within it. In so far as it is for the Secretary of State to determine whether information should be disclosed, he will favour the widest possible disclosure.

'The functions which the Authority will assume are not at present financially self-supporting, but the intention is that they should become so, so that the annual grant in aid can be progressively reduced and finally dispensed with. This means that the Authority will be required in due course to recover from the airlines and other users the full cost of the navigational and ground services it provides. There are certain limitations to the progress that can be achieved; in particular the charges for certain navigational services are subject to international agreement. But within this limitation and bearing in mind that the Authority will be providing some services to the Government against payment, the Authority should as soon as possible recover out of its revenues the whole of its costs including the cost of capital, without further subventions from public funds. Provided agreement on navigational services is reached with the other countries concerned, the Authority should be in a position to be self-supporting not later than the financial year 1977-78.

Publication of information

The intention is that the Authority should collect and publish as much information as possible, and more than is usual in the case of other industries. This is because airlines enjoy certain privileges through the grant of licences. It is important therefore that the Government, Parliament and the public should be able to judge the performance of the industry as a whole and of individual airlines within it, in their enjoyment of the franchises that are granted. The Bill also provides penalties for the failure to provide information, for the more serious offence of giving false information and for the wrongful disclosure of information. These provisions, together with the provision for representations to be made to the Secretary of State about information which relates to particular persons, are designed to safeguard the legitimate interests of individuals and companies.

The consumer

The objectives spelt out in the Bill are designed to emphasize the interests of the consumer by requiring the Authority to pursue its functions so as to encourage British airlines to provide air transport services which satisfy all substantial categories of public demand. The holidaymaker in particular will benefit from the proposed regulation of air travel organizers. The Bill does not however provide specific procedures for the Authority to consider complaints from consumers because this is not necessary and could be unduly restrictive. Clearly the Authority will wish to investigate complaints so as the better to carry out its duties and functions under the Bill, but this is best achieved by giving the Authority as much freedom and flexibility as possible in pursuit of sound objectives.

Staff

The Authority will employ some 8,000 staff, most of whom will be engaged in providing air navigation services. The Minister reiterated his earlier undertaking to look after the interests of the staff by ensuring that their conditions of employment would be at least as good as they are now. This assurance is designed to cover all significant features of the terms of employment including pay and superannuation.

Finance

The Authority's estimated annual expenditure will be about £34 million in the first year. Although the Bill requires the Authority to pay its way taking one year with another this will only be achieved at the outset by the Government making available substantial grants from public funds. This does not mean any significant increase in Government expenditure over and above the amounts that would have had to be spent if the DTI had retained those functions now being transferred to the Authority. The objective is that the Authority should recover as soon as possible the full costs of all its services from its customers. The pace towards full cost recovery will however depend in the main upon the outcome of international discussions on the recovery of the cost of providing air navigation services to British and foreign airlines.

The future

The creation of the Authority is an important new departure in the development of the civil aviation industry and in the evolution of the machinery of government. Its object will be to help strengthen the industry and assist it in serving the public and the nation. If it is to succeed, it will need to play a positive role and often to take the lead. It is the Government's intention to give it every encouragement to this end.

New equipment for dealing with oil in shallow waters, estuaries, docks and harbours demonstrated

A DEMONSTRATION of Warren Spring's new dispersal equipment was demonstrated on May 6 on the Thames between Lambeth Palace and Westminster. The equipment shown is designed for easy mounting in small craft for the dispersal of oil floating on the sea in shallow or restricted waters where dispersants will not harm fishing or other interests. It is particularly suitable for use by harbour boards and river authorities in dealing with oil spills in docks and estuaries. It can also be used, unmounted, for beach spraying.

In these respects the new equipment complements the dispersal equipment designed at Warren Springs Laboratory for mounting on tugs for use at sea. The latter has proved itself most effective in dealing with major spills such as the 'Pacific Glory', 'Allegro' and 'Panther' incidents, but its area of inshore operation is limited by the draught of the tug. The new equipment could be particularly useful to coastal authorities who maintain their own small rescue craft or who can easily hire suitable inshore craft.

It was thought essential to maintain the same type of adaptability as had been used for the larger equipment, that is to make something which could be fitted onto any reasonably suitable and available craft. The present equipment consists of a beam which can be lashed across the stern of almost any type of small boat. This beam carries two spray booms which can be adjusted to allow for bores of different widths. The sprays produce a narrow curtain of fairly large drops which are, therefore, not so susceptible to blowing away by the wind. The dispersant liquid is supplied to the booms by means of a compact diesel driven pump unit (diesel avoids a possible fire risk) which draws the dispersant from barrels or cans carried aboard. The most important part of the equipment is the breaker boards: these are similar to those used on the tugs but suitably scaled down, and are towed on wires attached to the spray booms. The whole unit is highly manoeuvrable, and if the boat wishes to come alongside it is very simple to bring the spray boom inboard. Biggs Wall and Co. Ltd., Hampden House, Hitchin Road, Arlesey, Beds., have been licensed to manufacture the equipment.

The new oil pollution apparatus in action on the River Thames, with Houses of Parliament in background.

The diesel engine pump unit and the associated pipes are very light and are highly suitable for use in spraying a beach. For this

purpose the short lengths of hose feeding the booms are replaced by long lengths of ordinary PVC garden hose. The dispersant supply can then be drawn from a suitably located road tanker or lorry. The same spray nozzle will cover a 6ft. width of beach at a single pass, so that large oil spills can be dealt with, with reasonable rapidity.

Background notes:

In 1960 the Warren Spring Laboratory, Stevenage, then of the Department of Scientific and Industrial Research, started a long programme of research and development with a view to advising departments and local authorities on the best way of dealing with oil polluting the sea. This work showed fairly early that one of the most satisfactory ways of dealing with oil pollution, both when the oil was still floating on the sea and when it arrived on the beach was to treat the oil with a suitable solvent/emulsifier mixture. This treatment does not dissolve the oil, neither does it sink it, but it enables the oil to be broken up, by agitation, into tiny droplets which can then be dispersed throughout the upper layers of the sea. These tiny droplets do not easily recombine into a larger mass of oil and produce much less visible pollution if they reach shore. Some of the oil evaporates while some, under the action of light, polymerizes or clumps together into larger and denser molecules. The density increases and finally the transformed oil sinks into the ooze of the sea bed. Probably the most important factor, however, is the presence in the sea of bacteria which can use petroleum products as their source of energy, in other words they eat the oil. These bacteria live in the water and therefore can only attack the oil surface. Breaking up an oil slick into very fine droplets enormously increases the surface area and consequently the speed at which the bacteria can deal with the oil. The seas around the British Isles have considerable tidal movement and much agitation by the wind, consequently dispersed oil is very unlikely to recombine before it can be attacked by bacteria and rendered innocuous.

It is not easy to apply enough agitation to the treated oil to produce fine droplets (fire hoses and the propellers of launches have been used). The breaker boards ride over the water in such a way that the treated oil and water is forced between the gaps and vigorously mixed into the upper layers of the sea. A simple solution, achieved after a great deal of experimental work.

The opinion has been expressed that the use of dispersants to deal with oil pollution is a retrograde step as the dispersants themselves are highly damaging to marine life. This view is incorrect. It is true that some dispersants, particularly those originally introduced, are highly toxic to marine life when tested under laboratory conditions. The factor that is completely forgotten is the immense dilution to which these chemicals are subjected as soon as they are sprayed onto the open sea. Even in the case of the 'Torrey Canyon,' where something like a million gallons of the toxic material was sprayed onto the sea in close proximity to the Cornish Coast, there has been no reduction in the weight of fish or crustacea landed on the Cornish Coast in subsequent years, and this fishing takes place close inshore, precisely in those areas where damage might have been expected to occur. Marine biologists now state clearly that even on the shore the effect of the treatment, although severe at the time, produced no apparent lasting damage. The new dispersants which have been developed since the 'Torrey Canyon' are both more efficient and at least a thousand times less toxic. There is, therefore, no doubt that when these chemicals are used in the WSL equipment on the open sea there is no possibility of damage to the environment. The phrase 'open sea' must be emphasized: it is obviously possible to build up injurious concentrations if dispersants are used in non-tidal waters such as rivers or lakes. Also, the microbiological degradation of oil dispersed in limited volumes of water can reduce the oxygen level to an undesirable extent.

Complete removal of the oil from the water is the only solution on enclosed areas or fresh water. So far this can only be done under very calm conditions. On the open sea, although complete removal may be desirable, it is in practice impossible, so that the effective use of low toxicity dispersants at present is the only satisfactory solution.

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A privately owned helicopter has, for the first time, been brought in to assist HM Coastguard in their search and rescue work. Operating on a voluntary basis, the helicopter is owned by Mr. Alan Clark of Aveley, who has been signed by District Officer Ken Curtis (right) of the Thames Rescue HQ at Walton-on-Naze, Essex, as an Auxiliary Coastguard (Reporting Section).

Air/sea rescue helicopter service to be introduced in June

THE DEPARTMENT of Trade and Industry is placing a contract with Bristow Helicopters Ltd. for the provision of a Whirlwind Series III helicopter for air/sea rescue work. The helicopter, which will be based at Manston, Kent, will be under the control of HM Coastguard. The service will be introduced in June and will continue till December 1972. The Ministry of Defence are providing base facilities at Manston and will assist in the training of the pilots for the rescue work.

Background notes

The decision to provide a helicopter for civil search and rescue work follows recommendations contained in the Report of the Committee on the Marine Search and Rescue Organization of the United Kingdom.

Announcing the Government's decision to provide a helicopter service, Mr. Anthony Grant, Parliamentary Under Secretary of State, said in reply to a Parliamentary Question on March 24, 1971:

'I have decided to provide a civil air/sea rescue service from Manston for a trial period commencing this summer and continuing until the end of 1972. My Department will shortly be inviting tenders from commercial helicopter operators for this contract. The service will be under the control of HM Coastguard which is responsible for the co-ordination of civil marine search and rescue.'

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

MONDAY, APRIL 26

Vehicle and General Insurance Co.

Mr. John Davies, Secretary of State for Trade and Industry, was asked what measures he was taking within his department to improve security in order to protect the interests of motor insurance policy holders and shareholders as a result of his disclosure that confidential information was leaked from his Department in connection with the collapse of the Vehicle and General Insurance Company and which were now the subject of an investigation. Mr. Davies replied: 'The standing security procedures provide for frequent checks to ensure that the arrangements for safeguarding official information are being complied with. Should investigation of the matter referred to by the hon. Member suggest any way in which the arrangements in those parts of the Department dealing with insurance companies should be altered or improved, action will of course, be taken immediately.'

Dollar Land Co. Ltd.

Stating that the accounts for the years 1968-69 and 1969-70 of the Dollar Land Company Limited had not yet been circulated, a Member asked if he would now refer this company's affairs to one of his investigating officers, Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, answered: 'The accounts for the year 1968 have been circulated and adopted. As for the 1969 accounts, I am informed by the Company that there will be a meeting of the Board early next month and I am reserving judgment on further action until it has taken place.'

Price of coal

'I am satisfied with the present informal arrangements for consultation between the coal industry and the Government,' said Sir John Eden, Minister for Industry, in answer to a suggestion that he should seek similar powers with regard to the price of coal as those provided by the Steel Act, which provides power to reduce any proposed increases in the price of coal.

FRIDAY, APRIL 30

Industrial development

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, was asked to give the total number of new jobs, male and female, expected to accrue from industrial development certificates granted to the latest available date in each region. He replied that jobs expected to arise over the next four years in authorized new industrial buildings and in industrial buildings taken over by manufacturing industry in the Northern Region, Scotland and Wales were as follows:

	Male	Female	Total
Northern Region	27,000	11,000	38,000
Scotland	22,400	20,000	42,400
Wales	17,800	7,400	25,200

Similar information for the other regions is not available.

Mr. Grant was then asked to list the total amounts of grants paid to industry in each of the scheduled development areas of the United Kingdom under the Local Employment Act and the Industrial Development Acts in the period 1966 to 1971, showing how much these represent per head of population in the working age group in each area. He gave the following information:

Development Areas	LEA Grants Offered	Investment Grants paid under the Industrial Development Act 1966	Insured Employees (mid 1969 '000	Grants offered per head insured employees £	
	Financial Years 1966-71 £ million			LEA Grants	Investment Grants
Northern	49·4	228	1,357	36	168
Merseyside	24·9	188·5	805	31	234
South-West	3·6	14·5	136	26	107
Wales	20·8	128·5	631	33	204
Scotland	42·2	232·5	1,938	22	120

Notes:

A breakdown of payments under the Local Employment Acts by development area is not readily available. The investment grant figures are on the same basis as in Table 6 of the Annual Report on investment grants for the year ending March 31, 1970. Both the LEA and investment grant figures include provisional totals for the year ending March 31, 1971.

The Question refers to the working age group in each area, which includes males between the ages of 15 and 64 years and females between the ages of 15 and 59 years. This breakdown is not available and the figures given refer to insured employees, i.e. including males and females from the age of 15 onwards.

Trade with Canada

Mr. Grant, was asked what proportion, assessed by value, of United Kingdom exports to Canada entered free of tariff, subject to up to 20 per cent tariff, and were subject to tariffs in excess of 20 per cent, respectively; what proportion, assessed by value, of Canadian exports to the United Kingdom entered on the same terms. Mr. Grant said: 'About 99 per cent of Canadian imports enter the United Kingdom duty free. In 1968, the latest year for which figures are available about 60 per cent of United Kingdom exports to Canada entered duty free. Of the remainder it is not possible to calculate the proportions which were subject to tariff rates up to 20 per cent and greater than 20 per cent.'

Mr. Grant was also asked the tariff payable on women's clothing of all cotton exported from the United Kingdom into Canada before January 1, 1969, and from international sources; how this compared with the tariff payable by European Economic Community countries, and also the general tariff on countries to which it applied; and what were the comparable tariffs applicable for the years beginning January 1, 1969, January 1, 1970, January 1, 1971, and January 1, 1972, respectively. Mr. Grant supplied a table giving the information required. Canadian imports from the United Kingdom were subject to the British Preferential tariff, he said. Imports from European Economic Community countries were subject to the Most-favoured-nation tariff.

The Canadian Government completed their Kennedy Round reductions on June 4, 1969. There was no information as to any changes which might be made in their tariff rates by January 1, 1972:

Canadian tariff rates for imports of women's clothing made wholly of cotton

Tariff Item	Description	Date	British Preferential Tariff	Most Favoured Nation Tariff	General Tariff
52305-1	Clothing, wearing apparel and other articles, made from woven fabrics wholly of cotton; all textile manufactures, wholly or partially manufactured the component fibre of which is wholly cotton, n.o.p.(not otherwise provided for	December 31, 1968	24½%	24½%	35%
		January 1, 1969	24%	24%	35%
		January 1, 1970 to date	22½%	22½%	35%
52310-1	Handkerchiefs, wholly of cotton	December 31, 1968	12½%	26½%	35%
		January 1, 1969	12½%	25½%	35%
		January 1, 1970 to date	12½%	22½%	35%
56805-1	Knitted garments, knitted fabrics and knitted goods, n.o.p.	December 31, 1968	20%	33⅓%	55%
		January 1, 1969	20%	32%	55%
		January 1, 1970 to date	20%	27½%	55%
56821-1	Socks and stockings, n.o.p.	December 31, 1968	17½%	17½%	35%
	and per dozen pairs		—	68 cents	$1·50
		January 1, 1969	17½%	17½%	35%
	and per dozen pairs		—	61 cents	$1·50
		January 1, 1970 to date	17½%	17½%	35%
	and per dozen pairs		—	40 cents	$1·50
56830-1	Gloves and mitts of all kinds, n.o.p.	December 31, 1968	20%	25%	45%
		January 1, 1969	20%	25%	45%
		January 1, 1970 to date	20%	25%	45%
56910-1	Hoods and shapes, caps, bonnets and berets, n.o.p.	December 31, 1968	22½%	29%	45%
		January 1, 1969	22½%	28%	45%
		January 1, 1970 to date	22½%	25%	45%
56915-1	Hats, n.o.p.	December 31, 1968	20%	25%	37%
	and per dozen	January 1, 1969	60 cents	80 cents	$1·20
			20%	25%	39%
	and per dozen		45 cents	60 cents	90 cents
		January 1, 1970 to date	20%	25%	45%
61905-1	Rubber clothing and clothing made from waterproofed cotton fabrics	December 31, 1968	22½%	26½%	35%
		January 1, 1969	21½%	25½%	35%
		January 1, 1970 to date	20%	22½%	35%

EEC and EFTA

Asked if he would take steps to encourage the reduction of industrial tariff barriers between the European Free Trade Association and the European Economic Community, Mr. Michael Noble, said: 'All members of EFTA are currently engaged in negotiations and discussions with the European Communities which will, we hope, bring this about.'

Generating plant in power stations

Mr. Ridley was asked to give the average availability of generating plant in commissioned power stations containing 500 megawatt units for the winter of 1970-71 in the Central Electricity Generating Board system. He replied: 'I am informed by the CEGB that the average availability during peak periods of all commissioned 500MW units on their CEGB system during the winter of 1970-1971 was 64 per cent.' In answer to a question on action taken by the Department of Trade and Industry to carry out the recommendations of the Select Committee on Science and Technology in its report Generating Plant Breakdowns, Winter 1969-70, Command Paper No. 223, published on April 13, 1970, Mr. Ridley said: 'The conclusions of the Report are for the generating boards and the Plant Industry, who have the direct responsibility in these matters, to consider.'

Complaints under Registration of Business Names Act

A Member asked how many of the 429 individuals or companies which were the subject of complaint under the Registration of Business Names Act in 1968 to 1970 eventually complied with the Act. Mr. Ridley answered that 181 complied. Investigation showed that the other complaints were about businesses which could not be traced or were not required to register.

Investigation of companies

Mr. Ridley was asked to give for the longest and most convenient period of time, the total number of requests made to the Secretary of State for investigation to be made into public companies; in how many cases he agreed to take action and refused action, respectively; how long in each case it took him to reach his decision; in how many cases, where he refused action on one or more occasions he later agreed to investigations; and with what results in each case. Mr. Ridley replied: 'The following table relates to the period since January 1, 1970. Similar information for the years 1958-69 was supplied in an answer to the hon. Member on February 18, 1970.

'It is not possible without a disproportionate expenditure of time and effort to set out in how many cases a rejected application was later granted.

'The figures of applications received by the Department are approximate because applicants often state imprecisely their complaints and the remedies which they seek. The following are approximate figures:'

Company accounts

In reply to a question on the number of institutions accepting funds on deposit from the public which do not have to publish full accounts, Mr. Ridley said that 91 banking companies were recognized for the purposes of Schedule 8 to the Companies Act 1948 and were, therefore, exempt from some of the requirements with regard to accounts applying to companies in general.

Regulations for hotels and boarding houses

A question was asked on the regulations which have to be complied with by those wishing to establish hotels and boarding houses and if these were sufficient to ensure reasonable standards of comfort and cleanliness. Mr. Grant answered: 'These buildings must comply with the requirements of legislation concerning planning, public health, safety and licensing and of by-laws. In general, however, I think that we must look to competition and the need to satisfy customers, not to regulations, to provide the incentive for the maintenance of reasonable standards of comfort and cleanliness.'

Confidentiality of information

Mr. Davies was asked what instructions and training had been given to his staff regarding the confidentiality of commercial and personal information stored in computerized data-banks. He answered: 'Senior computer staff are responsible for seeing that systems and procedures safeguard information. General training and instructions on security are given to all staff. These are supplemented by special instructions in the Business Statistics Office.'

Motor manufacturing industry

Mr. Ridley was asked the net annual contribution of the United Kingdom motor manufacturing industry to the balance of payments, after allowing for the cost of imports used in United Kingdom motor vehicle manufacture and for the cost of foreign motor vehicles imported into the United Kingdom. He answered that provisional input-output tables for 1968 suggest about £500 million in respect of the current balance.

Shipbuilding industry

A Member asked for the amount of grants and loans estimated to each shipbuilding firm in the financial year 1971-72. Mr. Ridley answered: 'The amount of assistance to be provided by the Shipbuilding Industry Board to shipbuilding firms is a matter for negotiation between the Shipbuilding Industry Board and the firm concerned. To disclose estimates of the amount which individual firms may receive could be misleading and would be contrary to normal commercial practice. Details of loans and grants made by the SIB will be published in due course in their Annual Report covering the financial year 1971-72.

'Published estimates indicate that the Shipbuilding Industry Board expect to pay £2,635,000 in grants and £5 million in loans during this period.'

Year	Applications or cases noted	Inspectors appointed under		Appointments relating to			Cases in which appointments not made
		S.165	S.165 (a) (i)	S.165 (b)	Public Companies	Private Companies	
1970	400	—	—	15	3	12	385
January 1, 1971-March, 31 1971	86	—	—	4	1	3	82

Notes:

(1) Apart from these appointments the Department have conducted inquries under Section 109 of the Companies Act 1967 as follows:

	Public	Private
1970	6	55
January 1, 1971-March 31, 1971	2	23

(2) Col. 5. Appointments were not made in these instances because either there was no case, or they were not proceeded with, or they were disposed of after discussion with the persons concerned, or the companies were wound up or inquiries were conducted under section 109 of the Companies Act 1967.

(3) The average time taken in reaching a decision to take action in the case of public companies was 2 weeks.

(4) In the case of 1 public company the appointment of inspectors was refused but inquiries were pursued under Section 109 of the Companies Act 1967.

Export Intelligence Service

Mr. Davies, in reply to a request for details of the computerized export intelligence service provided by the Department of Trade and Industry, said: 'The Export Intelligence Service conveys overseas market information to British exporters who subscribe to the Service. A computer matches the market information to the exporter's requirements. A description of the Service was given in an article in the *Board of Trade Journal* of January 7, 1970.'

Replies to letters

Mr. Davies was asked: 'Why it takes so long for his department to reply to letters from the general public and Members of Parliament on general matters and requests for action on public companies allegedly contravening the Companies Act in particular; and whether he will ensure in future that there is no undue delay before initiating official investigations into companies who, on prima-facie evidence, are guilty of illegal practices.' Mr. Davies replied: 'A reply to any letter is sent as soon as is practicable. As regards requests for investigation of the affairs of companies, every effort is made to establish as quickly as the circumstances of each case allow whether there is ground for an investigation. If there is, an investigation is set on foot promptly.'

Dollar Land Holdings Ltd.

Mr. Davies was asked to publish in the Official Report a detailed list showing the number of occasions and on what dates he has received requests for an investigation into matters connected with the Dollar Land Holdings Limited, who made the requests, and what action he took in each instance. Mr. Davies replied that is was not the Department's practice to disclose the identity of a person who communicated with them about the affairs of a particular company without his consent.

A formal application for the appointment of inspectors under Section 165(b) of the Companies Act, 1948, to investigate the affairs of Dollar Land Holdings Limited was received on February 10, 1970, from solicitors acting for shareholders. The application was rejected on the ground that the conditions in Section 165 (b) were not satisfied.

A request from the hon. Member on March 19, 1970, for the appointment of inspectors was rejected on April 6.

The hon. Member had also asked in the House on a number of occasions for the appointment of inspectors under Section 165 to investigate the affairs of the company. A formal application, supported by over 200 shareholders, for the appointment of an inspector under Section 172 (3) of the Companies Act, 1948, to determine the true ownership of the company was made on June 3, 1970. The application was rejected on the ground that it was vexatious.

Trade with Rhodesia

A Member asked if the Secretary of State would enter into confidential discussion with the Association of Chambers of Commerce, the Confederation of British Industry, the British National Export Council and other interested bodies with a view to stimulating a resumption of British exports to Rhodesia via third countries. Mr. Grant answered: 'No, Sir. We are exploring the possibilities of a just settlement in Rhodesia and meanwhile sanctions will continue.'

Paper industry

Answering questions on protection of the paper industry from unfair trading practices by overseas competitors, and the importation of paper and board from Scandinavia, Mr. Ridley said that representations had previously

(Continued on next page)

PARLIAMENTARY ANSWERS, *continued*

been made to the principal countries concerned. 'In the light of further information provided by the industry I have decided to take up the question with them again,' he continued.

European Economic Community

Mr. Grant was asked what assistance was afforded to companies seeking to extend their trade with Common Market countries; and whether special help would be given to the Campaign Cologne venture seeking to extend trade with Western Germany. Mr. Grant replied: 'A wide range of Government assistance is available to companies exporting to the Common Market countries. Our Embassy in Bonn are in close contact with the firm which has launched a campaign in Cologne but no special help was required for this promotion.'

Stating that 9 per cent of New Zealand's butter, 70 per cent of her cheese, and 80 per cent of her lamb exports travelled into Great Britain in British ships, and that this trade would be adversely affected on Great Britain's entry into the EEC on any known terms, a Member asked Mr. Grant to what extent he anticipated a loss in earnings to the United Kingdom's shipping industry from this source. Mr. Grant said: 'According to my information the figures for the year ending June 1970 are 89.1 per cent for butter, 76.3 per cent for cheese and 86.3 per cent for lamb. Until the terms of our entry into the European Economic Community are known, their effect, and that of other relevant factors on British shipping earnings cannot be estimated.' Mr. Grant was also asked for his latest estimate of the extent to which the present 17 per cent tariff preference on 84 per cent of the export of goods from New Zealand into Great Britain would be affected on Great Britain's entry into the EEC on any known terms; and if, for the longest, most convenient period of time, he would give the financial effect that these preferences have made to Great Britain's cost of living. 'The percentages quoted by the hon. Member are incorrect,' Mr. Grant answered. 'Only just over one-fifth of New Zealand's exports to the United Kingdom enjoy preferential tariff treatment. It is not possible to estimate the effect of these preferences on our cost of living.'

Industrial development

Mr. Grant answered questions on industrial development in Blackburn, Llantrisant, Manchester, Chester-le-Street, Newton Aycliffe and Wales.

Trade Missions: Reduction in Government aid

Lord Drumalbyn, Minister without Portfolio, was asked whether the Government would reconsider the curtailment of financial support given to overseas trade export missions which had already led to the postponement of 61 such missions. He answered that the Government had considered this matter very carefully. 'We have concluded that we should keep expenditure within the proposed financial provision for 1971-72, and accept that this means a curtailment of financial support for outward missions after June 1.' said Lord Drumalbyn.

Group Export Representation Service

Lord Drumalbyn was asked how many country export groups had now been formed by the Group Export Representative Unit of the Department of Trade and Industry. He replied: 'Since the formation of the Group Export Representation service it has negotiated some 60 groups. There have been carried out 29 market surveys (12 by firms in one group) and 4 groups have now established overseas offices and warehouses.'

TUESDAY, MAY 4

Shipbuilding Industry Board

A Member asked what amount of money was spent by the Shipbuilders Board in 1970-71; and what sum was estimated in 1971-72. Mr. Grant quoted the following table. He said that figures of expenditure in 1970/71 were provisional. The audited accounts of the Shipbuilding Industry Board would be laid before Parliament later this year.

Estimates of expenditure in 1971/72 were published in the White Paper on Loans from the National Loans Fund 1971-72 (Cmnd. 4635) and in the Supply Estimates 1971-72 Class IV. 5, Subhead G.1.

Shipbuilding Industry Board

	Provisional Expenditure 1970-71	Estimated g Expenditure 1971-72
Loans for National Loans Fund	£2,578.00	£5,000,000
Grants in connection with the reorganization of resources	£5,633,000	£2,604,000
Grants for interest relief	£1,043,000	£31,000
Expenses of shipbuilding Industry Board	£118,000	£9,0000

TUESDAY, 4 MAY

The Tulketh Group

Mr. Davies was asked if the Department of Trade and Industry was kept informed of the situation regarding the Tulketh Group, if he was asked for guidance, and if he would make a statement. Mr. Davies said: 'My Department has had the insurance interests of this Group under careful scrutiny and the conclusion was reached last week that the Companies did not have the solvency margins required by the Insurance Companies Acts. Notice was issued last Friday under Section 68 that I was considering making a restriction under Section 68 (1) which would have the effect of prohibiting the Companies from taking on any new business or renewing existing business.

'Close contact has been maintained by my Department both with these companies and with the insurance industry and I was fully aware of the intention of the Phoenix Assurance Company to negotiate to acquire the Bradford and Pennine Insurance Companies.

'I am sure the House will be glad that as a result of the efforts of all concerned the interests of the policyholders seem certain to be protected in full.'

Dollar Land Holdings Ltd.

In answer to a Member who asked whether, during his investigations into matters pertaining to the Vehicle and General Insurance Company he would also investigate matters of a similar character affecting his department handling of the Dollar Land Company Ltd., Mr. Davies said: 'I do not think that it would be appropriate to extend to Dollar Land Holdings Ltd. the enquiry which Inspectors appointed under Section 165 of the Companies Act, 1948 are making into the affairs of the Vehicle and General Insurance Company Limited. As the appointment of separate Inspectors to investigate the affairs of Dollar Land Holdings Ltd. I would refer the hon. Member to the answer given to him on April 26.'

Bankruptcies of insurance companies

A Member who asked how many policyholders, according to category, had lost their cover as a result of bankruptcies in the field of insurance brokerage in the last 10 years, was told by Mr. Ridley that the information was not available, but failures of insurance brokers did not normally result in loss of cover.

Imports of printed matter

A Member asked if the import duty on printed matter from Europe could be increased in view of the shortage of work being experienced by printers in this country. Mr. Grant replied that applications for particular tariff changes have to be considered against the criteria laid down in the Import Duties Act 1958. He continued: 'I am considering an application for the imposition of a duty on brochures advertising foreign travel and holidays which are printed abroad to the order of United Kingdom firms. This application has been opposed by certain interests in the United Kingdom My investigations have not yet been completed.' Mr. Grant was also asked the amount of money spent on importing printed matter from Italy during 1970; and how much of the total amount spent related to advertising matter for cigarettes. He answered: '£5.5 million in total; the import statistics do not distinguish advertising matter for cigarettes.'

WEDNESDAY, MAY 5

Oberammergau Festival tours

A Member asked how many complaints had been received concerning tours arranged by travel agents or other bodies to the Oberammergau Festival and what investigation has been carried out on these complaints. Mr. Grant replied that about 50 complaints had been received about one company. Inquiries had been made into the affairs of the company under Section 109 of the Companies Act 1967. Section III of the Act precluded disclosure of any information relating to the inquiries.

Industrial development

Mr. Grant answered questions on industrial development in Scotland.

THURSDAY, MAY 6

Meetings with industrialists

'I have regular meetings with chairmen of those nationalized industries for which I am responsible,' said Mr. Davies, in reply to a Member who asked him whether, in the series of meetings with industrialists that included Mr. Henry Ford, he would seek to arrange a meeting with Lord Melchett.

Dollar Land Co.

Mr. Ridley was asked to give, for the longest and most convenient stated period of time the dates when the annual accounts of the Dollar Land Company for each of the years since its formation were presented and eventually adopted; and whether, during the whole of this period, the company had properly-elected directors and company secretaries in accordance with the Companies Act, in view of the fact that he was considering the affairs of this company. He gave the following information:

Accounts for year to December 31	Presented at AGM held on
1961	June 1 1962
1962	June 6 1963
1963	June 26 1964
1964	July 20 1965
1965	Dec. 19 1966
1966	Dec. 21 1967
1967	Dec. 30 1968
1968	Dec. 30 1970

At the meeting held on December 30, 1968 the accounts were not adopted.

The company had no directors, or had directors without the necessary share qualifications, in the period November 21,' 1969 to June 4, 1970. There has at all times been a secretary to the company.

Parliamentary Answers—Correction

In the report on the question on the average percentage increase in output in the chemical industry (*Trade and Industry*, April 28, page 104) the figure given for the United Kingdom should read 7.0.

Trade with Commonwealth Preference Area

Asked what proportion of United Kingdom imports came from countries of the Commonwealth Preference Area in 1961 and 1970; and what were the corresponding figures for exports, Mr. Grant replied: 'Imports: 38 per cent and 31 per cent; exports: 40 per cent and 30 per cent.'

Origin marking order

Mr. Ridley was asked to make a new Origin Marking Order covering all woven shirts and pyjamas when the present Order expired this autumn. Mr. Ridley said: 'I am considering requests which I have recently received for such an order.'

Investment in Wales

A Member asked Mr. Grant what industries had notified him that they would increase their investment in Wales in the event of the United Kingdom joining the European Economic Community. 'None,' Mr. Grant replied, "but I would not expect firms to notify me of such intentions. My impression is that industry generally is looking forward to the increased opportunities that would be presented by membership of the European Economic Community. Wales should share fully in these opportunities.'

Parliamentary answers on aviation and shipping

MONDAY, APRIL 26

Gibraltar airport: limitations and landing fees

Lord Denham was asked what seat losses were being incurred by aircraft using Gibraltar due to airfield limitations; what were the total landing fees for the Trident II, BAC 1-11, Vanguard and Viscount aircraft, and how they compared with those of Malaga, Tangier and Marrakesh.

He replied that there were normally no payload restrictions on flights to Gibraltar from the United Kingdom by any of the aircraft currently used on the route. In respect of flights from Gibraltar to the United Kingdom, under average summer conditions, the potential seat losses per flight due to runway limitations at Gibraltar are as follows: Trident II—10 seats; BAC 1-11 (500 series)—40 seats; the Vanguard and Viscount aircraft are not generally subject to seat losses. As regards landing fees, the total charges per landing levied by the Ministry of Defence at Gibraltar airport on Trident II, BAC 1-11, Vanguard and Viscount aircraft respectively are as follows: £90.62, £59.23, £88.70 and £39.37. For Malaga the comparable figures are understood to be approximately £25.35, £17.00, £24.96 and £11.40. The charges at Tangier and Marakesh are understood, in respect of day landings, to be approximately £44.05, £29.95, £43.25 and £14.40.

Oil pollution in the English Channel

A Member asked Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade whether, in view of oil tankers fouling the English Channel with oil, and the difficulties in tracing the origins of oil slicks for remedial action by spraying detergents he would take steps to ensure that all of the United Kingdom tankers carried supplies of detergent solvents with spray equipment and anti-pollution equipment to be used immediately when an emergency occurred. Mr. Grant replied: 'No. In an emergency involving a tanker circumstances would rarely permit effective spraying operations against escaping oil by the ship itself even if it were suitably equipped. Locating oil from a damaged tanker is not usually difficult and it is better to use specially equipped vessels to disperse it.'

Effects of supersonic flight on environment

Mr. Michael Noble, Minister for Industry, was asked what scientific evidence he had from international sources that supersonic flight caused environmental pollution not caused by subsonic jet flight. He answered that no firm scientific evidence was yet available of the effects of supersonic flight on environmental pollution. Work, to which the United Kingdom was contributing, was, however, being carried out on this subject by the World Meteorological Organization. Replying to a further question, Mr. Noble said that no tests of environmental pollution of the upper atmosphere had been conducted by HM Government, but preparations for such tests were in hand.

FRIDAY, APRIL 30

Hull trawler 'Caesar'

Mr. Grant was asked to establish an inquiry into the stranding and abandoning of the Hull trawler 'Caesar' off Iceland on April 22. 'We have ordered a preliminary inquiry under Section 465 of the Merchant Shipping Act 1894 into this casualty,' replied Mr. Grant.

Pricing policy at London's airports

In reply to a Member who asked what consultations he had had with the British Overseas Airways Corporation, British European Airways and Caledonian Airways about the likely international repercussions of a differential pricing policy at London's airports, Mr. Grant said: 'None. It is for the British Airports Authority, after consultation with British and overseas airlines, to submit any proposals they may have for differential pricing. It would be a matter of judgment at the time whether any repercussions were likely to result but a scheme which did not discriminate between carriers would at least conform to our international obligations.'

Third London Airport

Mr. Grant was asked if, following the announcement of the siting of the third London airport, the Secretary of State would formulate a national airports policy. Mr. Grant answered that the Government statement on the site and timing of the third London airport set out its broad policy on the development and use of the major airports in the south east and adjoining areas. These airports taken together catered and would inevitably continue to cater for by far the greater part of the nation's traffic. He continued: 'Given this firm base it is our intention to continue studies aimed at establishing the desirable pattern of airport development in the rest of the country. This work will be extended and developed by the Civil Aviation Authority which will have the function of advising aerodrome owners and others on the development of aerodromes to match air services.'

MONDAY, MAY 3

Marine helicopter service

Replying to a question on financial provisions for the Air/Sea Rescue Service from Manston, Mr. Grant said: 'I shall be presenting a supplementary estimate for a marine helicopter service in due course; in the meantime expenditure will be met out of the contingencies fund.'

Foulness airport site

A Memeber asked for the height above mean sea level of the highest obstruction within 15 miles of the projected Foulness airport site. 'No precise site has yet been selected,' replied Mr. Grant. 'The highest obstruction within 15 nautical miles of the reference point of the Roskill Commission's preferred site is the chimney of Kingsnorth Power Station near Hoo in Kent: the chimney top is 670 feet above mean sea level but as it is 14¾ nautical miles from the reference point it would not be regarded as an obstruction to aircraft using an airport on that site.'

Fatal accidents to public transport aircraft

A Member asked Mr. Grant to state, from information available from International Civil Aviation Organization sources, the number of fatal accidents to public transport aircraft caused during the years 1960 to 1970 by striking birds, and the number of similar accidents caused during the same period by aircraft striking surface obstructions during initial approach, landing, take-off and initial climb. He answered that information available from ICAO sources indicated that in the period 1960-1970 there were three fatal accidents to public transport aircraft due to bird strikes. Information published by ICAO on a selection of the accidents reported to the Organization up to the end of 1966 and summaries of those reported from 1967-1970 indicated that during the period 1960-1970 thirty-one fatal accidents involved aircraft colliding with surface obstructions in the phases of flight mentioned.

ICAO standards

Answering questions on non-compliance with International Civil Aviation Organization standards in respect of air information services, Mr. Noble said that notification was in accordance with the provisions of Article 38 of the Convention on International Civil Aviation. The current ICAO standards were fully accepted by the United Kingdom and, insofar as present practice differed slightly from these, changes were being made progressively toward full compliance.'

Safety in the air

A suggestion was made that steps should be taken to require British Airlines to ensure that a flight attendant or other suiably trained person, should occupy a seat adjacent to each emergency exit during the landing and take-off of aircraft on public transport flights. Mr. Noble answered. 'Article 31 (2)(d) of the Air Navigation Order 1970 already requires the commander of an aircraft flying for the purpose of public transport of passengers to take all reasonable steps to ensure that during take-off and landing cabin attendants are properly secured in seats in the passenger compartment and so situated that they can readily assist passengers. Changes in the scale of cabin attendants required are being considered in consultation with the aviation industry.'

(*Continued on next page*)

PARIAMENTARY ANSWERS, *continued*

JP4 fuel

Mr. Noble was asked which airlines now uplift JP4 fuel from United Kingdom airfields. 'I am informed that no airlines are now uplifting this fuel from United Kingdom airfields,' he answered.

TUESDAY, MAY 4

London airport hotel scheme

Lord Drumalbyn was asked if the Government would withhold approval for construction of an eight-storey hotel at Meadowbank on the south side of the Bath road adjacent to London Airport; whether they were aware of the misgivings of airline pilots on the possible effect on the accuracy of the Instrument Landing System on the pilot approach path if and when the building was completed, even if the building heights were within those authorized by the Department of Trade and Industry.

Lord Drumalbyn answered: 'The situation remains as it was when I replied to a question from the noble Lord, Lord Beswick, on March 18; namely, that planning permission had been given in accordance with the advice of my right honorable friend the Secretary of State for Trade and Industry. We are aware of the misgivings of the airline pilots, but I am still advised that the proposed hotel would not interfere with the performance of the Instrument Landing System.'

THURSDAY, MAY 6

Liberian vessels

Mr. Grant was asked if the DTI accepted a Liberian certificate of navigational competence as sufficient evidence of experience for the automatic provision of an equivalent British certificate of navigational competence as Liberia does for a British certificate. 'No,' he replied.

Mr. Grant was then asked if the Government would call for an emergency meeting of the International Maritime Consultative Organization and request it to study urgently the efficacy of Liberia's efforts to enforce internationally acceptable levels of safety standards and levels of navigational competence in respect of those officers and crews of ships under its flag. He answered: 'The Government of Liberia, like a number of other Governments which are parties to the International Convention for the Safety of Life at Sea 1960, entrust the inspection and survey of their ships as to compliance with the relevant safety requirements to recognized Classification Societies. Since this practice is permitted under the Convention it would not be appropriate to request an emergency meeting of the Inter-Governmental Maritime Consultative Organization. There are at present no international requirements on the levels of navigational competence of officers and crews. This question is already being studied jointly by the Inter-Governmental Maritime Consultative Organization and the International Labour Organization. Her Majesty's Government is participating in this important task.'

Asked to state the enactments which lay down the fines and penalties for any owner or captain allowing a British vessel to sail with officers without the required certificate of navigational competence, Mr. Grant gave the following list:

Merchant Shipping Act 1894
Section 92* as amended by the Merchant Shipping Act 1967*
Section 99(4)*
Section 413*
Section 459 as amended by the Merchant Shipping Act 1897
Aliens Restriction (Amendment) Act 1919
Sections 5* and 13
Merchant Shipping Act 1970
Sections 43 and 45

Note:

The provisions and enactments marked with an asterisk will be repealed on the bringing into force of regulations to be made under Section 43 of the Merchant Shipping Act 1970.)

Another question concerned steps being taken by the DTI to ensure that those British companies who registered their vessels under the Liberian flag reached the standards in safety and welfare of British vessels. Mr. Grant answered that no such steps were necessary because ships owned by British companies were required to be registered in accordance with the provisions of the Merchant Shipping Act 1894. Accordingly it would be an offence to register them under the Liberian flag.

Mr. Grant was asked if the DTI recognized any period of sea service or instruction by anyone serving on a Liberian vessel as a qualifying period for a person applying for a British certificate of navigation competency. He said: 'Certificates of discharge for service on foreign ships, including Liberian, may be accepted as counting towards the qualifying sea service of applicants for the Department's Certificates of Competency as Master or Mate. Such Certificates or other documentary evidence are carefully examined and each application is considered on its merits. No remission of the qualifying period of sea service is granted for courses of instruction carried out by, or on behalf of, foreign countries.'

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41, Mark Lane, London, EC3R 7HE. 229

General Notice

49 Temporary importations: international co-operation

77E Purchase tax-exports.

77X Purchase tax – retail export schemes.

104 Temporary importations and exportations under ATA and ECS Carnets.

112 Authorized hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.

118 Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.

206 Export trade reliefs: temporary importation for process or repair.

207 Reimported goods: relief from Customs duty and purchase tax.

210 Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.

215 Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.

290 Export of personal and household effects.

300 Export reliefs scheduling scheme.

466 Export documents and trade statistics.

467 The New Customs Tariff and Overseas Trade Classification.

Exchange Control

Notice to Exporters. Issue dated September 1970. (Issued by HM Treasury – also obtained from any bank.)

Drawback

7 Drawback on mixed or blended beers when exported or deposited in bonded warehouse.

74A EFTA drawback: exception of EFTA goods re-exported to another EFTA country.

77M British-made cars and motorcycles; tax free sales to tourists, etc.

132 Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.

172 Hydrocarbon oils: drawback of duty.

218 The conditions and procedures under which drawback of import duty may be claimed on goods which are exported in the same state as they were in when imported.

219 The conditions and procedures under which drawback of import duty may be claimed upon the exportation of goods produced or manufactured in this country from imported materials.

224 The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.

291 Claims for drawback on goods exported where there has been a variation in the duty rate.

372 Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorization of signatories to drawback claims.

430 Tables of rates of sugar surcharge, distribution payments and corresponding repayments.

430A Table of rates of sugar surcharge and distribution payment on imported invert sugar and other imported goods containing sugar and repayment rates of exported invert sugar and exported beer.

New Books

Physical Distribution for Export, edited by Douglas Tookey. (223 pages. Gower Press. £4.) This volume is the first of a series of guides to export practice which is being sponsored by the Export Research Group. The group was formed to carry out research into Britain's export problems, and in this way to provide a basis for more effective decision making in overseas marketing. Delivery is a vital factor in a foreign buyer's purchasing decision, but the work involved in getting the consignment to the overseas customer has received little attention. This book describes in simple, non-technical language the problems involved in the movement of goods to overseas markets and the ways in which these can be solved. It can be read as a whole or used to answer such questions as: What services are available? What methods of transport can be used? What factors influence the selection of a route? What documents will be required? What insurance will be needed? The book is usefully illustrated with examples of documentation. References are made in the text to books containing valuable supplementary information, but there are some surprising omissions. For instance, no reference is made to the Department of Trade and Industry's *Carriage of Dangerous Goods in Ships* (The Blue Book), or the International Air Transport Association's *Regulations Relating to the Carriage of Restricted Articles by Air,* which contain information essential to operators moving dangerous goods.

Product Changes in Industrial Countries' Trade: 1955-1968: two Studies, by M. Panic and A. H. Rajan. *NEDO Monograph* 2. (58 pages. Available free from National Economic Development Office, Millbank Tower, Millbank, London SW1.) NEDO monographs are research papers prepared either as a background to more specific tasks and in order to assemble information and ideas, or to clarify and develop particular concepts or analytical techniques. They are therefore primarily working papers which are being made available to those likely to be professionally interested. This particular monograph, produced by two members of NEDO's Economic Division, analyses recent changes in commodity patterns of trade of the major industrial countries. The aim is to discover whether any light can be thrown, through aspects of the structure of their trade, on the comparative performances of these countries. The work was also designed to illustrate the application of certain analytical techniques which could be used equally well at different levels of disaggregation to study changes in the commodity structure of trade. That is, a similar approach could be used to analyse in much greater detail the relative performance of particular commodities in particular markets and in relation to other countries. Similarly, in order to employ a manageable amount of data, the monograph has looked at the experience of four single years from 1955 to 1968; but, of course, different years could be used, a greater number of years could be taken, and the analysis could be kept up to date year by year as a running record of performance in a period when tastes, technologies and markets are changing very rapidly. The precise way in which the analysis was used would depend on the specific requirements of the user.

In Part 1 of the monograph data have been examined relating to the imports and exports of manufactured goods by the 11 major industrial countries; and they have been also analysed in relation to the rate at which trade in each of 71 individual product groups has grown since the mid-1950s. Having assembled these product groups into five categories according to whether they had been growing relatively quickly or slowly in world trade, the structure of the trade of each of the 11 countries was examined to see what proportions each of these growth categories occupied and how the proportions had changed over the period 1955 to 1968. In the second part of the monograph the analysis is taken further in order to examine the structure of each country's trade with a view to identifying those categories of goods in which one country or another appears, on the basis of its past performance, to have had a relative trading advantage.

Although published in a series of economics textbooks intended primarily for university use, **The Economics of the Distributive Trades,** by Patrick McAnally (170 pages). Allen & Unwin. Cloth £2.75, ISBN O 04 380010 6; paper £1.50, ISBN 0 04 380011 X) is written so as to be intelligible to other readers with particular interest in the subject. The author's main concerns are the problems confronting the distributive trades in Britain, Europe and America. Using as examples several well-known firms, he deals with the vexed questions of the distributor's real output, and of how retailers compete and form their trading policy. Among the important factors contributing to this, and to which separate chapters are devoted, are pricing; the range of goods to be stocked; transport and storage; the locations of shops; the economic use of sites and of people; and the services to be offered. The author, who has written numerous articles on economic subjects, is head of the research department of the John Lewis Partnership. More detailed attention to one particular aspect of this subject – the types and location of shops to meet the needs of the near future – is given in a publication from the Economic Development Committee for the Distributive Trades, **The Future Pattern of Shopping.** (112 pages. Available from HMSO, £1.25; by post, £1.30. SBN 11 700548 7.) This report attempts to provide, partly from fresh research into facts and opinions, some guidance upon the factors which should be taken into account in planning the nation's shops during the next decade – so that private enterprise and planning authorities between them can attempt to ensure that the correct amount of floorspace, in the right types of retail outlets, is provided in the right locations. Attention is paid in turn to the floorspace requirements in 1980; the changing shopping patterns as they are evident today; the factors which lead to the success or failure of shopping centres; and a forecast of where people will shop in 1980, largely based on a questionnaire. Among the appendices are a list of all the research projects into problems allied with shopping capacity known to NEDO at June 1970, and one containing data on some new developments in Europe.

Parallel Money Market. Volume 1: The New Markets in London, by Paul Einzig. (217 pages. Macmillan. £4. SBN 333 11369 1.) The term 'parallel market' as used in this work is the author's designation for those centres which offer, both to borrowers and lenders, alternative facilities to those obtainable in the traditional markets. These parallel markets give a wider choice than do the older institutions by allowing more flexible terms and by being more responsive to changing requirements. This handbook surveys the complexities of, and examines the influences which operate in such centres as the inter-bank deposit market, finance houses and the euro-currency complex. This is the first attempt to describe such markets in detail and to relate them to the functioning of the traditional centres. This volume will be of use to the market user and also to those concerned with broader aspects of monetary and economic affairs. Eight statistical appendices enhance the value of this complex book and enable the reader to deepen his understanding of the subject by relating the body of the work to current data. A second volume dealing with money markets in New York and other major centres is in preparation.

Qualified Manpower and Economic Performance, by P. R. G. Layard and others. (267 pages. Allen Lane, The Penguin Press. £5.50. ISBN O 7139 0208 6.) This book reports on the work of the Industrial Manpower Project which has been in progress at the LSE Higher Education Research Unit under the direction of Michael Hall, and is directed towards answering the question 'how can the educational system be better adjusted to patterns of manpower demand?' This requires a comparison of the costs and benefits of education; and, using wage differences as a measure of benefits, the study collects data on earnings and education from about 70 factories in the electrical engineering industry. It makes possible the first reliable estimate of the rate of return to technological education in Britain. The conclusion is that degree courses have been provided on about the right scale, but that part-time education (now being discouraged) is a very good social investment.

Regional Development Banks: a study of institutional style, by John White. (208 pages. Overseas Development Institute. Available from: Research Publications Services Limited, Victoria Hall, Fingal Street, London SE10. £2.00), shows how an increasing proportion of world aid is administered by international agencies. Three of the more recent of these institutions – the Inter-American, African and Asian Development Banks – were established in the 1960s with the express intention of giving the underdeveloped countries greater influence over the allocation of international development finance. This new study analyses the origins, structure and evolution of these three institutions; suggests that their objectives have not been attained; and concludes that the banks should concentrate on operating at a purely regional level, and on the promotion of regional economic integration.

Two further studies in the OECD series *Industry and Trade in Some Developing Countries* have been published recently as a single volume under the titles **The Philippines:** industrialization and trade policies, by John H. Power and Gerardo P. Sicat, and **Taiwan:** industrialization and trade policies, by Mo-Huan Hsing. (324 pages. Oxford University Press. £2.25. ISBN 0 19 215337 4.) The first five studies in the series were reviewed in *Trade and Industry,* November 18, 1970, page 242; and this final volume completes the series, which included studies on the developing economies of India, Pakistan, Brazil and Mexico. The treatment is similar to that adopted in the series as a whole, and includes separate studies of the industrialization policies pursued by these two countries, providing an interesting contrast in methods and performance.

In October 1968, the EDC for Mechanical Engineering initiated a project designed to provide forecasts of demand to 1975 for certain sectors of the mechanical engineering industry. A Central Advisory Group was set up to provide overall guidance on the conduct of the project. The Group felt that it might be helpful to companies in the sectors covered by the project to have available a general guide for conducting and commissioning market research to meet their own specific needs. **Market Research in Action** (36 pages. Available from HMSO. 50p. SBN 11 700530 4.) is the published result of these deliberations. Much of the material in this booklet is derived from the experience of a number of engineering companies, who have contributed practical examples and commentaries from their own work. Market research is analysed in its broadest sense, covering both the market and marketing as an activity. A useful feature of this publication is the annotated bibliography of statistical sources relevant to the mechanical engineering industry.

Government surplus sales

MINISTRY OF DEFENCE

1971	Stores	Location	Auctioneers
May 18	**Miscellaneous stores**	**Regional Depot/OSU, RAOC, Barlow, Nr. Selby, York**	**Bartle & Son (Dept. L), 52 Merrion Street, Leeds, LS2 8JH. (Tel. 052-2 20898.)**

Industrial and garage plant and equipment, machine tools, clothing, furniture, etc., including diesel and electric fork lift trucks; industrial tractors; drilling and grinding machines; sharpening and gulleting machine; press; guillotine; bandsaws; lathes; lubricating plant; welding equipment; firefighting equipment; electric cable; tyres; electrical, signalling and wireless equipment; MT spares; tool kits and hand tools; hydraulic and screw jacks; household and kitchen equipment; ropes; aluminium extending ladders; shovels; spades; ironmongery, etc.; tents; canvas; packs; haversacks; carpets; curtains; webbing; kitbags; camp equipment; blankets; sheets; battledress and denim trousers and blouses; firemen's trousers; berets; greatcoats; raincoats; ankle and rubber knee boots; chairs; tables; wardrobes; lockers; chests of drawers; desks; beds, etc.; large quantities of miscellaneous stores.

May 25-27	**Road making equipment, commercial and private vehicles**	**Ordnance Storage & Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 0602 54272**

Heavy duty and agriculture tractors; dropside trailers; water tankers; refuellers; cabin trailers; Leyland 'Hippo' and hydraulic tippers; mobile and hydraulic cranes; angledozers; lorry-mounted bridging cranes; breakdown trucks; ambulances; excavators; Bedford fire tenders; Coventry Climax fire pump trailers; loading shovels; Bedford Utilecons, vans, trucks and coaches; Morris Mini Minors, commercial utility vans, travellers, Oxford; Land Rovers; Ford Zephyrs, Anglias and Populars; Hillman Huskys and Minx saloons; Triumph and BSA motor cycles.

June 8	**Miscellaneous stores**	**Central Ordnance Depot, Bicester, Oxon.**	**Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon., OX6 7AL. (Tel. 98692 2073.)**

Compressors; generators; 10-cwt. and 2-ton electrically-operated gantries; Coles 5-ton lorry-mounted and other cranes; Ferguson agricultural tractors; Douglas trucks; Barford '75' dumpers; concrete mixers; Chaseside and Fordson shovels; drop pile hammers; Petter, Continental, Coburn and JAP petrol engines; Farrar vertical steam boilers; paint sprayers; excavator conversion equipment; 2- and 3-core electric cable; diaphragm and centrifugal pumps; air-cooled engines; large quantity of surplus service clothing and textiles; household and office furniture; kitchen equipment; mixed rags, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 5p (postal order only).

SALE BY TENDER

Four hand-operated copper plates printing presses, manufactured in 1842 (approximately):

Press numbers		CH 136	CH 140	CH 142	CH 143
Approximate overall dimensions	Length	90 in.	90 in.	68 in.	63 in.
	Width	61 in.	62 in.	50 in.	54 in.
	Height	72 in.	72 in.	66 in.	68 in.

The manufacturers are believed to be: CH 136 and 140 – Karl Krause, Leipzig; CH 142 – Hughes and Kimber, London; CH 143 – Not known.

The presses may be viewed at the Hydrographic Department, Taunton, Somerset, on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Sales (Supply), Sales (S) 6aii, First Avenue House, High Holborn, London, WC1V 6HE. Tenders must be returned by 10 a.m. June 10 1971.

SALE BY TENDER

MACHINE TOOLS

Autos; pillar, pedestal and bench drills; universal, surface, plain, tool and cutter grinders; capstan, centre and multi-tool lathes; horizontal, universal, production, rotary and profile millers; welding, lapping, sawing and polishing machines, etc. Located at RSAF & GTC Enfield, Middlesex, and at ERDE Waltham Abbey, Essex. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Sales (Supply), Sales (S) 6aiv, First Avenue House, High Holborn, London, WC1V 6HE. Tenders must be returned by 10 a.m. as follows:

RSAF & GTC Enfield, June 10, 1971
ERDE Waltham Abbey, June 17, 1971

REFRIGERATOR UNITS complete from £9.92½. DEEP FREEZE UNITS from £15.75.

Refrigerator cabinets and units can be supplied in various sizes. Spare parts available for all English and Continental makes.

New fridges retailing at £35; **Our price £19.50.** Deep freezers retailing at £85; **Our Price £50.**

RING **01-642 0959, 01-643 7611.** (Evenings 6-8 p.m. **01-549 1177**)

SURPLUS COMMERCIAL VEHICLE AND EARTHMOVER TYRES FOR SALE

A VARIETY OF PATTERNS, SIZES AND QUANTITIES AVAILABLE

Details from: Sales Department, Blue Peter Retreads, Ltd., Basingstoke, Hants. Telephone: Basingstoke 4404

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
- nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,758	1963	1963 21,758	1963 20,087	1963 20,087	1966 11,372	1963 4,907	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1965	108	111·7	115	114	106	.	121	124	119	127	117	385	263	47	31
1966	110	113·2	122	121	108	100·0	124	128	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101·4	133	124	122	138	142	184	–37	13	22
1968	116	119·8	135	135	112	103·6	140	130	144	145	142	157	23	75	41
1969	118	122·9	143	143	113	103·0	136	140	148	130	131	357	232	26	27
1970	120	124·0	156	155	116	104·2	138	148	156	117	136	351	224	40	51
1969															
1st quarter	115	121·8	140	138	111	102·3	134	128	138	134	136	96	105	6	5
2nd quarter	118	123·3	142	142	113	103·7	135	141	147	130	129	84	43	2	1
3rd quarter	119	123·2	144	144	113	103·2	138	146	155	130	130	51	—	8	8
4th quarter	120	123·5	147	147	114	102·9	138	146	153	126	131	126	84	10	13
1970															
1st quarter	117	124·0	149	148	114	103·3	133	141	144	112	133	–31	32	– 5	–41
2nd quarter	120	123·4	155	153	116	104·2	141	150	163	118	137	106	55	11	21
3rd quarter	120	123·8	159	158	117	104·6	138	150	156	119	133	117	40	6	12
4th quarter	122	124·4	163	161	118	104·7	140	149	162	119	139	159	97	28	60
1971															
1st quarter						101·9									
1970															
September		125·7				104·4									
October		125·7				106·0									
November		122·5				103·3									
December		124·9				104·9									
1971															
January		125·7 p				102·7									
February		124·1 p				99·7									
March						103·0									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment (‡‡)	Imports(‖)	Exports (¶)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,362	1963 4,282	Series in £ million
1965	119	112·1	4·8	106·8	104·6	157·9	308	265	24,785	116	112	–77
1966	115	116·5	3·9	110·2	107·3	168·5	323	255	24,384	120	121	43
1967	106	119·4	2·5	108·4	108·2	175·3	512	174	24·475	130	120	–312
1968	106	125·0	4·7	120·5	112·4	187·3	541	188	24·331	159	146	–319
1969	117	131·8	5·4	125·0	115·9	197·4	535	200	24,308	165	165	416
1970	126 p	140·2	6·4	128·5	124·6	217·7	574	186		181	184	631
1969												
1st quarter	110	129·7	6·2	122·3	114·1	194·7	532	198	24,364	162	153	13
2nd quarter	113	131·8	5·4	124·2	115·1	195·6	519	202	24,340	165	163	76
3rd quarter	115	132·0	5·0	126·1	116·5	197·8	547	200	24,268	165	171	153
4th quarter	117	133·7	5·1	127·3	118·0	201·6	544	199	24,258	169	172	174
1970												
1st quarter	118	136·2	5·0	130·1	120·6	209·0	561	192	24,280	171	180	215
2nd quarter	122	139·5	5·8	129·2	123·6	214·0	563	187	24,139	183	183	144
3rd quarter	123	141·1	6·9	126·9	125·7	219·5	592	185	24,077	178	175	76
4th quarter	126 p	144·0	7·7	127·8	128·4	228·3	581	177		190	199	196
1971												
1st quarter		147·9	8·6	130·9 p	131·0 p	237·2	631	146		189	186	
1970												
August	123	140·8	6·8	126·1	125·7	219·7	593	184		200	140	
September	123	141·5	7·0	127·2	126·4	221·3	589	187		194	199	
October	122 p	143·0	7·4	126·3	127·5	222·7	576	184		192	203	
November	125 p	144·0	7·9	128·4	128·5	228·8	579	176		192	191	
December	126 p	145·0	7·9	128·5	129·1	233·3	589	171		186	204	
1971												
January	122 p	147·0	8·5	129·8 p	130·6 p	236·8	613	157		176	176	
February	123 p	147·8	8·5	130·6 p	131·1 p	237·1	623	147		187	172	
March		149·0	8·8	132·3 p	131·4 p	237·6	656	134		205	209	
April							704 p	129 p				

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowance for factors affecting recording.
(‡‡) Figures are subject to revision.

Index of industrial production for February

THE PROVISIONAL estimate index of production for February 1971, prepared by the Central Statistical Office, is 124.1 (seasonally adjusted). For manufacturing industry alone the figure is 126.4

For the three months December 1970 to February 1971, it is provisionally estimated that production as a whole was 0.2 per cent higher than in the preceding three months, September to November 1970; for manufacturing industries alone there was a decrease of 0.7 per cent.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months.

Seasonally adjusted — 1963 = 100

	Total all industries	Mining and quarrying	Manufacturing industries												
			Total	Food, drink and tobacco			Coal and petroleum products	Chemicals and allied industries	Engineering and allied industries						
				Total	Food	Drink and tobacco			Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft,	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1966	113·2	90·1	114·2	108·7	106·8	112·3	121·8	123·4	116·0	122·6	121·9	120·6	93·2	111·7	110·3
1967	113·9	89·1	114·2	110·8	108·6	115·0	116·3	130·4	115·6	123·1	123·1	129·1	90·0	106·3	105·0
1968	119·8	84·8	121·4	115·5	112·3	121·6	126·4	140·0	122·4	125·5	134·7	137·4	86·8	117·2	113·4
1969	122·9	80·3	125·6	118·9	115·8	124·8	139·3	149·2	127·2	131·3	146·6	144·0	85·4	118·6	119·4
1970	124·0	78·1	127·1	121·4	116·7	130·4	151·1	158·5	128·2	134·6	154·0	148·1	86·1	115·7	115·8
1968 4th quarter	122·3	83·5	124·3	117·3	113·8	124·1	132·3	145·0	125·3	128·6	136·7	137·9	85·6	123·3	115·5
1969 1st quarter	121·8	81·8	123·7	116·0	114·0	119·8	139·4	144·8	124·5	128·2	143·0	141·7	85·3	113·7	120·3
2nd quarter	123·3	81·2	125·7	118·2	115·0	124·2	136·8	147·7	127·0	130·7	152·5	140·4	85·3	121·0	119·0
3rd quarter	123·2	81·2	126·3	118·7	114·5	126·9	138·7	151·8	129·2	132·8	147·9	148·5	84·8	121·6	118·2
4th quarter	123·5	76·9	126·7	122·1	119·2	127·8	142·8	152·7	128·1	133·8	143·1	145·2	86·0	118·3	119·8
1970 1st quarter	124·0	80·5	126·6	118·4	115·0	124·9	152·4	150·7	128·7	132·6	153·6	148·5	85·7	120·7	116·8
2nd quarter	123·4	79·3	126·3	120·9	113·7	132·1	144·7	157·7	127·7	136·1	158·9	145·2	84·5	112·4	119·5
3rd quarter	123·8	79·0	126·9	122·5	117·6	131·7	153·0	161·9	127·6	135·6	146·8	149·0	86·8	111·8	117·7
4th quarter	124·4	74·6	128·4	124·3	119·9	132·5	155·0	164·1	128·1	134·6	156·6	148·8	87·3	118·8	110·1
1970 September	125·7	80	129·3	127	120	141	155	163	129	143	155	157	87	103	115
October	125·7	80	129·8	124	119	133	159	162	130	133	170	151	88	121	116
November	122·5	64	126·5	124	119	132	151	164	126	129	134	148	87	119	110
December	124·9	80	128·7	125	122	133	155	167	129	142	163	148	87	116	103
1971 January p	125·7	82	128·2	121	119	125	162	160	128	131	150	152	86	128	102
February p	124·1	84	126·4	123	119	131	163	162	126	133	151	156	87	112	101
September-November (av.)	124·6	75	128·6	125	119	135	155	163	128	135	153	152	87	114	114
December-February (av.) p	124·9	82	127·8	123	120	130	160	163	128	135	155	152	87	119	102

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing			Bricks, pottery, glass, etc.				Timber, furniture, etc.	Paper, printing, and publishing	Other manufacturing industries		
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1966	111·3	112·4	107·7	106·8	107·6	101·5	105·8	115·8	117·8	112·2	109·6	114·6	119·8	115·3	116·9
1967	104·7	105·0	103·8	103·2	105·0	90·2	101·5	120·1	124·4	112·4	111·5	114·2	122·7	119·4	121·2
1968	111·1	111·2	110·8	113·1	119·2	93·3	103·7	127·3	130·3	121·8	118·5	118·3	135·2	121·8	128·2
1969	114·5	116·2	109·3	115·6	123·5	93·9	102·7	127·8	126·9	129·3	110·8	123·4	141·6	118·9	136·2
1970	114·2	115·7	109·5	116·7	125·0	92·9	103·3	124·7	123·1	127·5	114·0	120·5	146·4	115·0	143·8
1968 4th quarter	114·5	114·5	114·8	115·6	122·1	94·8	104·4	129·5	131·1	126·6	118·0	119·7	139·3	122·2	131·0
1969 1st quarter	114·7	115·1	113·2	115·3	122·7	96·7	103·1	127·6	126·7	129·3	111·1	1121·2	136·5	118·4	139·8
2nd quarter	116·2	116·9	114·1	117·1	125·5	94·5	103·3	129·4	129·1	130·1	108·3	122·5	143·6	121·8	133·7
3rd quarter	112·5	114·0	107·6	115·1	122·4	93·9	103·1	128·0	127·5	128·9	110·5	124·8	145·7	118·2	132·4
4th quarter	114·3	118·0	102·5	114·9	123·2	90·9	104·3	126·0	124·2	129·2	112·8	125·2	141·1	117·2	138·9
1970 1st quarter	117·5	119·8	110·0	115·2	123·3	91·7	102·0	120·9	116·9	128·3	105·7	123·6	144·0	116·4	145·1
2nd quarter	115·2	117·0	109·4	115·8	123·6	93·9	103·0	121·5	123·4	118·1	113·3	119·4	142·6	115·6	142·2
3rd quarter	108·9	109·5	107·1	117·8	126·9	93·8	102·5	129·7	128·0	132·9	113·1	120·9	147·0	116·1	141·7
4th quarter	115·0	116·1	111·7	118·3	126·3	92·3	105·7	127·1	124·2	132·3	122·6	118·2	151·5	111·7	144·6
1970 September	110	112	103	118	127	93	104	132	132	134	124	124	153		141
October	122	125	116	120	128	92	107	127	125	132	121	120	148		147
November	115	118	108	117	126	92	103	127	126	128	125	117	152		143
December	107	106	111	118	125	93	107	127	122	137	122	117	155		144
1971 January p	115	115	114	118	124	88	109	126	123	131	122	116			150
February p	109	109	108	117	125	91	103	126	125	129	123	116			144
September-December (av.)	116	118	109	118	127	92	105	129	128	131	123	120	147		144
December-February (av.) p	111	110	111	117	125	91	106	126	123	132	122	117	152		146

Industrial countries' trade and production in 1970

Summary

THE TOTAL VALUE of industrial countries' exports and imports in 1970 rose strongly for the second successive year. The increase of over 15 per cent was much the same as in 1969 for both exports and imports and well above the average rate of growth of rather less than 10 per cent per annum in the previous decade.

Total trade of the United Kingdom increased in 1970 at about two thirds of the rate for industrial countries as a whole, with exports as in 1969 rising faster than imports, so that visible trade was in small surplus. There was, however, a fall in our share of total exports of manufactures which had been practically unchanged between 1968 and 1969. Industrial production for all industrial countries rose between 1969 and 1970, by rather less than 3 per cent, compared with the strong growth of nearly 7 per cent in 1969.

Exports

Industrial countries' exports increased in aggregate by nearly 3 per cent in value in the fourth quarter of 1970 to give a growth rate for the year of over 15½ per cent, which was slightly greater than the high rate of increase in 1969. With costs increasing in many industrial countries, however, export prices rose somewhat faster than in recent years and the volume of world exports is provisionally estimated to have risen by about 9 per cent, a rather slower rate than the increase of 12 per cent in the previous year.

Exports from the various countries and groups of countries are shown in Table 2; the highest rates of increase were achieved by Japan, France, Germany and Canada. For the third consecutive year Japan's exports rose at over 20 per cent and France maintained the high rate of growth that followed devaluation of the French franc in 1968, with an increase of 19 per cent last year. For the United Kingdom, the dock strike in the summer depressed the level of exports in the third quarter of 1970 but the figure for the fourth quarter showed a marked recovery as the backlog of shipments was reduced. The growth rate for the year of 10 per cent was much less than the increase of 14 per cent in 1969 but about double the average annual rate of increase before the devaluation of the pound sterling. The greater part of the rise was in prices and the increase in volume was 3 per cent.

Exports of manufactures

In making comparison of United Kingdom exports with those of the main manufacturing countries in the aggregate it is more appropriate to do so in terms of exports of manufactured goods than in terms of exports of all goods, as non-manufactures are relatively less important in United Kingdom exports than in the exports of other manufacturing countries. Table 4 shows that exports of manufactures by the main manufacturing countries increased by about 3 per cent (seasonally adjusted) in the fourth quarter to show an increase of nearly 15 per cent in the full year compared with an increase of 17 per cent in 1969.

The United Kingdom's share of exports of manufactures declined in 1970 after remaining steady between 1968 and 1969. While United Kingdom's exports of manufactures rose by 10 per cent last year those of the main manufacturing countries increased by 15 per cent and the United Kingdom's share fell from 11.2 in 1969 to 10.6 in 1970. The rate of fall in share was about the same as in the 10 years preceding devaluation but part of the decrease can be attributed to special factors including the fall in exports of ships and aircraft, reduced demand for precious stones and the disruptive effects of strikes. It seems probable also that there was a declining contribution from devaluation to the growth in the volume of United Kingdom exports.

Imports

Total imports into industrial countries increased by 3 per cent (seasonally adjusted) in the fourth quarter, giving a rise for the year of a little over 15 per cent, made up of a growth of 16 per cent in imports from industrial countries and 12 per cent from primary producers. Part of the difference between these rates of growth probably reflects the faster rate of increase in prices of manufactured goods than of primary products and the importance of manufactures in industrial countries' imports from each other.

Table 3 shows that Japan also enjoyed the highest growth rate for imports with an increase of over 25 per cent for the year. The continental EFTA countries together with Italy and Germany also recorded a strong increase in imports in 1970. United Kingdom imports rose by less than 9 per cent, well below the average rise for all industrial countries.

Table 1. Industrial countries' trade

Quarters or quarterly averages seasonally adjusted — US $ thousand million

	Exports (f.o.b.) to			Imports (c.i.f.)‡ from		
	World	Industrial countries (†)	Primary producers (†)	World	Industrial countries	Primary producers
1966	33·82	23·83	9·79	35·06	24·59	10·45
1967	35·65	25·25	10·26	36·96	26·07	10·87
1968	40·19	28·78	11·30	41·54	29·59	11·93
1969	46·45	33·74	12·60	48·01	34·67	13·32
1970	53·79	39·16	14·49	55·28	40·35	14·90
1966 1st quarter	32·57	23·14	9·22	34·33	24·05	10·21
2nd quarter	33·50	23·72	9·52	34·56	24·28	10·36
3rd quarter	34·29	24·08	10·04	35·69	24·93	10·74
4th quarter	35·01	24·45	10·36	35·96	25·39	10·63
1967 1st quarter	35·66	25·01	10·52	36·58	25·79	10·76
2nd quarter	35·64	25·09	10·46	36·40	25·84	10·54
3rd quarter	35·50	25·12	10·25	36·74	25·92	10·83
4th quarter	36·04	25·98	9·89	38·32	26·89	11·42
1968 1st quarter	38·11	27·25	10·74	39·59	28·11	11·35
2nd quarter	38·41	27·40	10·97	39·86	28·26	11·66
3rd quarter	41·50	29·66	11·72	42·54	30·25	12·32
4th quarter	42·32	30·47	11·65	43·83	31·47	12·35
1969 1st quarter	42·36	31·04	11·21	44·15	31·48	12·52
2nd quarter	46·79	33·80	13·02	48·21	35·06	13·24
3rd quarter	47·53	34·21	13·06	48·92	35·24	13·72
4th quarter	48·92	35·66	13·08	50·56	36·66	13·92
1970 1st quarter	51·55	37·46	13·93	52·87	38·45	14·27
2nd quarter	53·78	39·19	14·62	54·91	40·20	14·74
3rd quarter	54·12	39·46	14·49	55·78	40·53	15·21
4th quarter	55·66	40·41	15·01	57·45	42·06	15·41

(†) Excluding United States special category exports (see definitions)
(‡) Imports into Canada and the United States are valued fob
Source: OECD

(*Continued on next page*)

INDUSTRIAL COUNTRIES' TRADE, *continued*

Industrial production

The growth of industrial production of industrial countries slowed markedly in 1970. The combined index of industrial production for all industrial countries (Table 6) rose by less than 3 per cent following an increase of nearly 7 per cent in 1969. Part of the reason for the slow-down was the fall in 1970 of 3 per cent in the industrial production of the United States, which suffered a sharp setback in the fourth quarter mainly due to strikes in the American motor industry. The fall in United States production was primarily responsible for the small reduction in the index for all industrial countries. In most other countries there was little change in the level of production in the fourth quarter over that achieved in the third.

Exports of primary producers and the world

Provisional estimates of exports by primary producers indicate growth possibly somewhat less than the rate of 10 per cent in the previous year. Total world exports for 1970 are expected to show an increase of 14 per cent over 1969, compared with a growth about 13½ per cent in the previous year.

Definitions

In this article, the **industrial countries** comprise all members of OECD. All other countries are described as **primary producers.** The Soviet Union, Albania, Bulgaria, Czechoslovakia, East Germany, Hungary, Poland, Romania, Cuba, The Peoples Republic of China, North Korea, and North Vietnam are excluded as reporting countries but are included as markets for exports and as suppliers of imports. **Manufactured goods** are the products included in sections 5-8 of the United Nations standard international trade classification. In 1969 the 11 **main manufacturing countries** shown in table 4 exported 94 per cent of all exports of manufactures from the industrial countries. As indicated in the footnotes, some of the export series in Tables 1 and 4 exclude **United States 'special category exports'.** These are a class of exports, consisting mainly of military equipment, for which no detailed information on destination is made available by the United States authorities.

Table 2. Exports from industrial countries

Quarters or quarterly averages, seasonally adjusted — US $ thousand million (fob)

	Total	Canada	United States	Japan	European OECD	United Kingdom	Other EFTA	EEC	France	German Federal Republic	Italy
1966	33·82	2·39	7·58	2·45	21·41	3·68	3·82	13·16	2·73	5·03	2·01
1967	35·65	2·64	7·88	2·61	22·52	3·61	4·06	14·04	2·85	5·43	2·18
1968	40·20	3·14	8·60	3·24	25·21	3·86	4·46	16·06	3·18	6·21	2·55
1969	46·45	3·44	9·50	4·00	29·51	4·40	5·18	18·96	3·76	7·26	2·93
1970	53·79	4·04	10·81	4·84	34·12	4·84	5·94	22·17	4·49	8·55	3·30
1966 1st quarter	32·57	2·30	7·37	2·33	20·56	3·60	3·75	12·56	2·65	4·78	1·92
2nd quarter	33·50	2·28	7·55	2·38	21·29	3·50	3·81	13·21	2·76	4·98	2·02
3rd quarter	34·29	2·48	7·65	2·45	21·71	3·71	3·81	13·40	2·77	5·15	2·02
4th quarter	35·01	2·51	7·76	2·59	22·16	3·90	3·95	13·55	2·75	5·23	2·09
1967 1st quarter	35·66	2·65	7·91	2·54	22·56	3·89	3·99	13·87	2·78	5·35	2·18
2nd quarter	35·64	2·64	7·87	2·59	22·54	3·76	4·11	13·52	2·81	5·45	2·14
3rd quarter	35·50	2·54	7·91	2·69	22·35	3·66	3·96	13·83	2·84	5·38	2·12
4th quarter	36·04	2·75	7·90	2·65	22·75	3·11	4·16	14·64	2·98	5·60	2·28
1968 1st quarter	38·11	3·04	8·12	2·87	24·08	3·74	4·28	15·26	3·16	5·80	2·38
2nd quarter	38·41	3·09	8·45	3·23	23·65	3·67	4·35	14·85	2·60	5·81	2·48
3rd quarter	41·50	3·11	9·07	3·30	26·02	3·98	4·54	16·66	3·51	6·38	2·54
4th quarter	42·32	3·28	8·68	3·50	26·86	4·05	4·64	17·30	3·43	6·77	2·75
1969 1st quarter	42·36	3·47	7·76	3·73	27·40	4·04	4·99	17·50	3·59	6·43	2·87
2nd quarter	46·79	3·37	10·04	3·95	29·45	4·32	5·11	19·07	3·82	7·27	3·09
3rd quarter	47·53	3·38	10·04	4·13	29·97	4·61	5·20	19·13	3·63	7·36	3·01
4th quarter	48·92	3·58	10·16	4·18	31·00	4·64	5·40	19·98	3·90	7·95	2·77
1970 1st quarter	51·55	3·94	10·48	4·61	32·53	4·71	5·71	20·99	4·28	8·08	3·08
2nd quarter	53·78	4·00	11·06	4·75	33·98	4·82	5·92	22·04	4·46	8·50	3·31
3rd quarter	54·12	4·06	10·91	4·91	34·24	4·59	5·97	22·45	4·47	8·69	3·43
4th quarter	55·66	4·13	10·85	5·04	35·64	5·23	6·15	23·02	4·66	8·90	3·38

Sources: United Kingdom: DTI
Other countries: OECD

Table 3. Imports into industrial countries

Quarters or quarterly averages, seasonally adjusted — US $ thousand million (cif)

	Total	Canada (†)	United States (†)	Japan	European OECD	United Kingdom	Other EFTA	EEC	France	German Federal Republic	Italy
1966	35·06	2·28	6·71	2·38	24·01	4·16	4·75	13·42	2·97	4·51	2·15
1967	36·96	2·56	6·71	2·92	24·77	4·43	4·93	13·77	3·10	4·34	2·46
1968	41·54	2·86	8·28	3·25	27·15	4·74	5·17	15·50	3·50	5·04	2·56
1969	48·01	3·29	9·01	3·76	31·95	4·99	6·00	18·94	4·35	6·23	3·11
1970	55·28	3·32	9·99	4·72	37·25	5·43	7·33	22·16	4·78	7·46	3·74
1966 1st quarter	34·33	2·22	6·01	2·24	23·87	4·23	4·64	13·22	2·84	4·60	2·07
2nd quarter	34·56	2·21	6·25	2·31	23·79	4·13	4·67	13·33	2·93	4·54	2·08
3rd quarter	35·69	2·27	6·68	2·43	24·32	4·28	4·77	13·56	3·04	4·45	2·19
4th quarter	35·96	2·44	6·67	2·56	24·29	4·01	5·00	13·65	3·11	4·47	2·26
1967 1st quarter	36·58	2·49	6·69	2·73	24·66	4·41	4·98	13·60	3·19	4·25	2·36
2nd quarter	36·40	2·54	6·50	2·87	24·49	4·40	4·93	13·43	2·97	4·23	2·36
3rd quarter	36·74	2·57	6·62	2·95	24·60	4·42	5·00	13·58	3·09	4·27	2·45
4th quarter	38·32	2·50	7·12	3·14	25·56	4·47	4·94	14·55	3·19	4·61	2·67
1968 1st quarter	39·59	2·80	7·85	3·11	25·82	4·64	4·99	14·54	3·29	4·75	2·25
2nd quarter	39·86	2·75	8·12	3·12	25·87	4·63	5·05	14·48	2·96	4·83	2·55
3rd quarter	42·54	2·79	8·53	3·31	27·91	4·82	5·23	16·10	3·78	5·19	2·67
4th quarter	43·83	3·08	8·48	3·43	28·85	4·86	5·34	16·65	3·97	5·33	2·77
1969 1st quarter	44·15	3·27	7·66	3·45	29·78	4·86	5·49	17·48	4·06	5·79	2·84
2nd quarter	48·21	3·28	9·64	3·46	31·82	5·03	5·85	18·93	4·45	6·13	3·10
3rd quarter	48·92	3·24	9·33	4·04	32·30	5·01	6·08	19·19	4·40	6·20	3·23
4th quarter	50·56	3·36	9·38	4·10	33·73	5·06	6·51	19·99	4·36	6·77	3·29
1970 1st quarter	52·87	3·32	9·72	4·44	35·39	5·15	6·93	21·00	4·48	7·32	3·42
2nd quarter	54·91	3·36	9·92	4·51	37·13	5·49	7·27	22·00	4·71	7·42	3·75
3rd quarter	55·78	3·46	9·98	5·03	37·31	5·33	7·30	22·48	4·98	7·34	3·92
4th quarter	57·45	3·15	10·34	4·94	39·02	5·75	7·79	23·13	4·98	7·73	3·85

(†) Canadian and United States imports are valued fob
Sources: United Kingdom: DTI
Other countries: OECD

Table 4. Exports of manufactures by the main manufacturing countries

Quarters or quarterly averages — US $ thousand million (fob)

	Total (†) (seasonally adjusted)	United Kingdom (seasonally adjusted)	Canada	United States (†)	Japan	Sweden	Switzerland	Belgium-Luxembourg	France	German Federal Republic	Italy	Netherlands
1966	23·23	3·07	1·20	4·69	2·26	0·76	0·75	1·40	1·99	4·50	1·60	1·00
1967	24·86	3·03	1·47	5·07	2·45	0·83	0·80	1·44	2·11	4·87	1·75	1·06
1968	28·62	3·25	1·83	5·78	3·05	0·91	0·90	1·67	2·35	5·57	2·10	1·22
1969	33·52	3·75	2·12	6·47	3·74	1·07	1·05	2·07	2·76	6·56	2·44	1·49
1970	38·52 p	4·08		7·18	4·54	1·31	1·14		3·35	7·67		
1966 1st quarter	22·24	2·98	1·08	4·55	1·93	0·73	0·69	1·36	1·93	4·22	1·50	0·94
2nd quarter	22·64	2·90	1·18	4·79	2·17	0·78	0·74	1·40	2·10	4·38	1·65	1·03
3rd quarter	23·59	3·13	1·15	4·45	2·35	0·66	0·72	1·28	1·82	4·45	1·57	0·98
4th quarter	24·44	3·28	1·40	4·95	2·60	0·88	0·83	1·57	2·11	4·96	1·69	1·05
1967 1st quarter	24·63	3·26	1·38	5·10	2·13	0·78	0·74	1·47	2·08	4·66	1·73	1·05
2nd quarter	25·09	3·15	1·53	5·34	2·39	0·92	0·79	1·46	2·18	4·91	1·77	1·08
3rd quarter	24·68	3·08	1·34	4·73	2·58	0·70	0·74	1·22	1·90	4·62	1·66	1·03
4th quarter	25·05	2·61	1·64	5·14	2·70	0·93	0·90	1·59	2·28	5·29	1·82	1·09
1968 1st quarter	27·04	3·16	1·73	5·32	2·43	0·86	0·82	1·65	2·42	5·21	1·97	1·17
2nd quarter	27·05	3·09	1·88	5·99	2·99	0·89	0·86	1·64	1·95	5·09	2·05	1·16
3rd quarter	29·67	3·39	1·69	5·75	3·19	0·88	0·88	1·57	2·35	5·51	2·04	1·21
4th quarter	30·73	3·42	2·03	6·04	3·57	1·01	1·04	1·85	2·67	6·46	2·33	1·35
1969 1st quarter	30·44	3·45	2·00	5·59	3·16	1·00	0·94	1·91	2·64	5·76	2·38	1·35
2nd quarter	33·31	3·66	2·18	6·96	3·60	1·08	1·02	2·05	2·87	6·43	2·61	1·47
3rd quarter	34·61	3·93	2·09	6·36	3·95	0·97	1·02	1·94	2·45	6·41	2·48	1·48
4th quarter	35·71	3·98	2·23	6·97	4·26	1·23	1·22	2·38	3·06	7·62	2·31	1·64
1970 1st quarter	36·47	4·02	2·35	7·14	3·88	1·20	1·04	2·27	3·15	7·04	2·53	1·56
2nd quarter	38·79 p	4·08	2·69 p	7·75	4·37	1·32	1·16	2·54	3·51	7·62	2·86	1·66
3rd quarter	38·78 p	3·86	2·20 p	6·75	4·71	1·20	1·09	2·18	3·07	7·52	2·78	1·70
4th quarter	40·05 p	4·38		7·06	5·19	1·50	1·26		3·69	8·49		

(†) Excluding United States special category exports (see definitions)
Sources: United Kingdom and Total: DTI
Other countries: OECD

Table 5. World trade

Quarters or quarterly averages, seasonally adjusted — US $ thousand million

	Exports (fob) from			*volume of world exports 1963 = 100*	Imports (cif)† into		
	World	Industrial countries	Primary producers		World	Industrial countries	Primary producers
1966	45·20	33·82	11·38	*127*	47·27	35·06	12·21
1967	47·48	35·65	11·83	*134*	49·75	36·96	12·79
1968	53·01	40·20	12·81	*151*	55·26	41·54	13·72
1969	60·55	46·45	14·10	*166*	62·81	48·01	14·80
1970		53·79				55·28	
1966 1st quarter	43·83	32·57	11·26	*124*	46·19	34·33	11·86
2nd quarter	44·91	33·50	11·41	*125*	46·62	34·56	12·06
3rd quarter	45·76	34·29	11·47	*128*	48·02	35·69	12·33
4th quarter	46·38	35·01	11·37	*130*	48·58	35·96	12·62
1967 1st quarter	47·33	35·66	11·67	*132*	49·38	36·58	12·80
2nd quarter	47·27	35·64	11·63	*133*	49·23	36·40	12·83
3rd quarter	47·38	35·50	11·88	*133*	49·57	36·74	12·83
4th quarter	48·18	36·04	12·14	*136*	51·22	38·32	12·90
1968 1st quarter	50·40	38·11	12·29	*144*	52·78	39·59	13·19
2nd quarter	51·04	38·41	12·63	*145*	53·34	39·86	13·48
3rd quarter	54·50	41·50	13·00	*151*	56·42	42·54	13·88
4th quarter	55·63	42·32	13·31	*159*	58·17	43·83	14·34
1969 1st quarter	55·75	42·36	13·39	*154*	58·09	44·15	13·94
2nd quarter	60·68	46·79	13·89	*168*	62·71	48·21	14·50
3rd quarter	62·18	47·53	14·65	*171*	64·21	48·92	15·29
4th quarter	63·36	48·92	14·44	*174*	66·04	50·56	15·48
1970 1st quarter	66·30	51·55	14·75	*173*	68·19	52·87	15·32
2nd quarter	68·54 p	53·78	14·76 p	*182*	70·34 p	54·91	15·43 p
3rd quarter	69·76 p	54·12	15·64 p	*184p*	72·06 p	55·78	16·28 p
4th quarter		55·66				57·45	

(†) Imports into Canada and the United States are valued fob
Sources: Industrial countries: OECD
Primary producers: International Monetary Fund (seasonally adjusted by DTI)
Volume index: United Nations (seasonally adjusted by DTI)

(*Continued on next page*)

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INDUSTRIAL COUNTRIES' TRADE AND PRODUCTION, *continued*

Table 6. Index numbers of industrial production

Seasonally adjusted — 1963 = 100

	Industrial countries	Canada	United States	Japan	European OECD	United Kingdom	Sweden	EEC	France	German Federal Republic	Italy
Weights	100·0	3·5	51·0	5·7	39·8	8·6	1·6	25·0	7·8	10·6	4·0
1965	115	119	115	120	112	111	119	111	109	114	106
1966	123	128	126	136	118	113	124	117	117	116	118
1967	126	130	127	162	119	113	127	119	121	114	128
1968	135	137	133	190	128	119	134	129	126	128	136
1969	144	144	139	222	140	123	145	143	142	144	140
1970	148	147	135	258	148	125	158	152	150	153	150
1966 1st quarter	121	127	123	126	117	114	123	116	114	118	114
2nd quarter	122	128	125	132	117	113	123	117	116	118	116
3rd quarter	124	128	127	139	118	114	123	118	119	116	121
4th quarter	125	129	128	146	117	111	125	117	119	114	121
1967 1st quarter	124	129	127	151	117	111	127	117	119	112	126
2nd quarter	124	130	126	157	118	112	128	116	118	111	128
3rd quarter	126	131	127	166	119	112	127	119	120	114	127
4th quarter	129	132	129	174	123	115	130	123	123	120	131
1968 1st quarter	131	133	130	177	124	117	129	125	127	120	133
2nd quarter	132	136	132	187	123	118	134	122	108	127	135
3rd quarter	136	138	133	194	130	120	138	131	132	129	136
4th quarter	139	142	135	203	135	122	141	137	138	135	141
1969 1st quarter	141	145	137	205	137	122	143	140	139	140	143
2nd quarter	144	144	139	218	140	123	147	144	142	144	145
3rd quarter	146	143	140	227	142	124	148	144	144	144	143
4th quarter	146	146	138	238	143	125	154	146	144	150	131
1970 1st quarter	148	149	137	245	147	125	155	152	150	153	151
2nd quarter	148	147	136	258	148	125	161	152	149	154	149
3rd quarter	148	146	135	264	147	124	157	151	149	151	148
4th quarter	146	146	131	263	149	127	161	152	152	152	152

Source: OECD

Quarter of a million foreign visitors in March

NEARLY A QUARTER OF A MILLION foreign visitors came to Britain in March. This was announced on May 6 in a joint statement by the Department of Trade and Industry and the British Tourist Authority. In the first three months of 1971 the numbers totalled over 600,000, more than in the first quarter of any previous year.

The number of visitors arriving in March was less than in the same month last year, when there were 296,000. This was mainly because Easter this year fell in April, but last year in March, and most of the European visitors who come to Britain during the Easter holidays will be included this year in the April figures. The fall in the numbers arriving in March was evident in the figures for most of the main countries and areas.

On a seasonally adjusted basis, the March figures were rather lower than in January and February; but it is too early to say whether this drop represents any check to the upward trend. The seasonal adjustments are designed to make allowance for the variations normally to be expected between different months of the year, and allow also for the effect of the varying date of Easter.

The figures are based on Home Office records of visitors arriving in Britain, and are limited to visitors of foreign nationality, who represent about two-thirds of all overseas visitors. They exclude Commonwealth citizens and visitors (other than United States citizens) arriving from the Irish Republic.

Note: Seasonally adjusted figures

Simple comparisons of monthly figures between one year and another can be misleading. The drop in numbers in March 1971 compared with a year earlier is partly due to March 1970 having been an exceptionally good month, and partly to Easter having been later this year than last. The seasonally adjusted figures provide a better basis for comparison with other months, or for judging current trends.

In estimating the seasonal adjustments, allowance has been made for changes in the seasonal pattern, which have been in the direction of a spreading of the tourist season, with some reduction in the summer peak relative to the rest of the year. Adjustment has also been made for the effect of the varying date of Easter on the number of Western European visitors. (The numbers coming from further afield are not significantly affected.) Easter this year was rather later than its average position in the calendar, with a consequent tendency for more visitors to be recorded in April and fewer in March. This effect is eliminated from the seasonally adjusted figures.

Number of foreign visitors (Thousands per month)

	Total		Western Europe		United States		Other foreign countries	
1964	160		95		49		16	
1965	180		108		56		17	
1966	207		123		63		21	
1967	227		134		70		23	
1968	259		157		73		29	
1969	320		190		95		35	
1970 Year	378		221		117		41	
	Unadjusted	S. Adjusted	Unadjusted	S. Adjusted	Unadjusted	S. Adjusted	Unadjusted	S. Adjusted
January	149	349	88	200	38	108	23	42
February	147	351	92	201	35	109	19	41
March	296	396	207	228	63	125	27	43
April	312	372	201	227	79	105	32	39
May	415	382	252	238	123	107	41	37
June	509	372	265	223	197	112	48	37
July	822	351	500	200	251	113	71	38
August	681	383	373	220	239	123	69	40
September	447	391	222	226	165	122	60	43
October	315	398	178	240	96	117	42	42
November	213	395	128	233	59	122	26	41
December	235	401	147	234	57	121	30	46
1971 January	176	417	103	233	46	133	27	50
February	182	426	119	253	40	125	23	48
March	248	393	160	230	60	118	27	45

United Kingdom official reserves during April

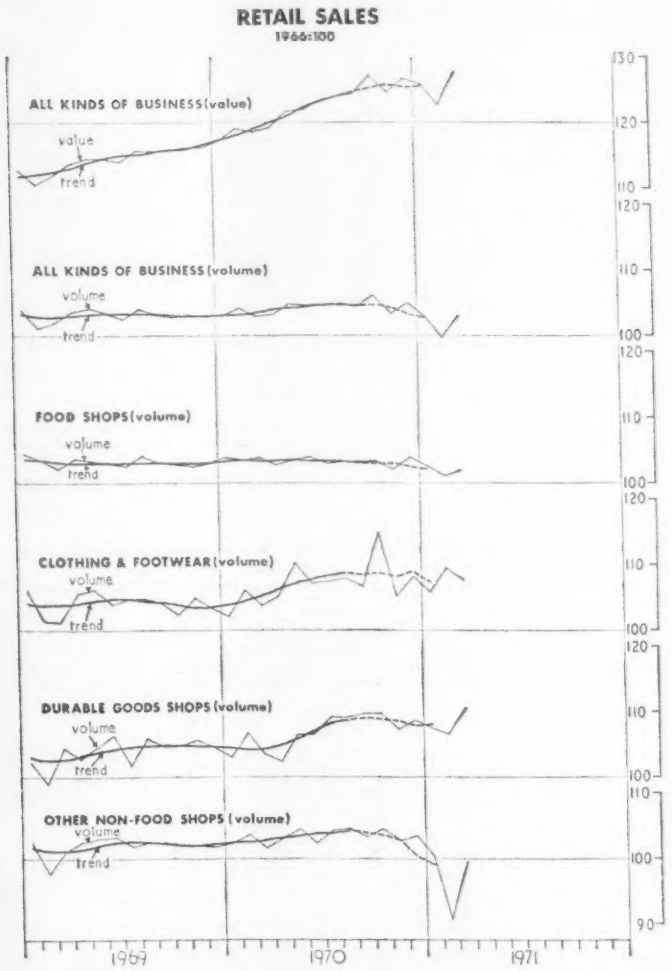
HM TREASURY announce that the United Kingdom official reserves rose by £43 million during April to stand at £1,425 million at the end of the month. This was after advance repayment of £8 million EPU debt to Germany.

Retail trade in March

(Unless otherwise stated, all figures in the following commentary are at current prices not seasonally adjusted, and percentage changes are based on the corresponding period a year earlier.)

THE TOTAL TURNOVER of all kinds of business in the first quarter of 1971 was 6 per cent more than in the first quarter of 1970. This was a smaller increase on a year earlier than the average of 8 per cent recorded in the second half of 1970, partly due to the postal strike. For the total excluding mail order businesses the increase in the first quarter was 7½ per cent, but the strike will also have affected trade by other kinds of business. All estimates for the first three months of 1971 are slightly less certain than usual due to the effect of the postal strike on response to the inquiry.

After allowing for price changes, the volume of sales in the first quarter was 1 per cent less than in the first quarter of 1970.



INDEX OF REGULAR STATISTICS

When did Trade and Industry *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Table 1. Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1966 prices) (*) 1966 = 100

	All kinds of business (‡)	Food shops (‡)	Non-food shops			
			Total (‡)	Clothing and footwear shops	Durable goods shops	Other non-food shops (§)
(Sales in 1966 £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(3,517)
1967	101·4	101·2	101·5	100	103	102
1968	103·6	102·1	104·8	104	108	104
1969	103·0	103·1	102·9	104	104	102
1970	104·2	103·3	105·0	107	107	103
1969 2nd quarter	103·7	103·3	104·2	105	105	103
3rd quarter	103·2	103·1	103·2	105	104	102
4th quarter	102·9	102·8	102·9	103	105	102
1970 1st quarter	103·3	103·7	103·1	104	104	102
2nd quarter	104·2	103·4	104·9	107	105	103
3rd quarter	104·6	103·1	105·9	107	109	104
4th quarter	104·7	103·1	106·0	109	109	104
1971 1st quarter	101·9	101·8	101·9	108	108	99
1970 July	104·7	102·9	106·1	108	109	104
August	104·8	103·1	106·3	108	109	105
September*	104·4	103·2	105·4	107	110	103
October	106·0	103·2	108·2	115	110	105
November	103·3	102·0	104·3	105	107	103
December*	104·9	103·8	105·7	108	109	103
1971 January	102·7	102·4	103·1	106	107	100
February	99·7	101·0	98·5	109	106	91
March*	103·0	101·9	103·7	108	111	100
1970 Oct.–Dec.	104·7	103·1	106·0	109	109	104
1971 Jan.–March	101·9	101·8	101·9	108	108	99
Percentage increase	*– 2·7*	*– 1·3*	*– 3·9*	*– 2*	*—*	*– 6*

Table 2. Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) (*) 1966 = 100

	All kinds of business (‡)	Food shops (‡)	Non-food shops			
			Total (‡)	Clothing and footwear shops	Durable goods shops	Other non-food shops (§)
(Sales in 1966 £ million Provisional estimates)	(11,372)	(4,952)	(6,420)	(1,727)	(1,176)	(3,517)
1967	103·0	103·0	102·9	102	104	103
1968	109·2	108·0	110·2	107	113	111
1969	114·3	115·3	113·5	112	113	115
1970	122·4	122·2	122·6	121	123	123
1969 2nd quarter	114·3	114·6	114·1	112	113	115
3rd quarter	115·1	115·9	114·3	113	113	116
4th quarter	116·1	117·5	115·4	113	115	117
1970 1st quarter	118·4	119·4	117·6	115	117	119
2nd quarter	121·0	120·9	121·3	121	120	122
3rd quarter	123·9	123·3	124·6	122	127	125
4th quarter	126·2	125·3	127·0	127	128	127
1971 1st quarter	125·5	126·9	124·4	127	130	121
1970 July	123·3	122·6	124·0	122	127	124
August	124·0	123·0	125·1	123	127	125
September*	124·4	124·2	124·7	123	128	125
October	127·1	124·7	129·1	132	129	127
November	124·7	124·2	125·1	122	127	126
December*	126·7	126·6	126·9	126	129	127
1971 January	125·9	126·9	125·2	124	129	124
February	122·7	125·7	120·1	129	128	114
March*	127·5	127·9	127·1	128	133	125
1970 Oct.–Dec.	126·2	125·3	127·0	127	128	127
1971 Jan.–March	125·5	126·9	124·4	127	130	121
Percentage increase	*– 0·6*	*1·3*	*– 2·0*	*—*	*1*	*– 4*

All the series in Tables 1 and 2 are seasonally adjusted independently of each other; this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(*) The monthly periods consist of four weeks except those marked * which are of five weeks. The period covered by March 1971 sales was the five weeks from February 28, 1971 to April 3, 1971, the corresponding period in 1970 was from March 1, 1970 to April 4, 1970. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(‡) The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit.

(§) Including department stores and mail order businesses.

Hire purchase and other instalment credit business in March

AFTER RISING STRONGLY up to the end of last year, new instalment credit advanced by finance houses in the first quarter of 1971 was no more than in the third quarter of 1970, if seasonal movements are allowed for. The significance of this fall is uncertain, however, since the extent to which new business during the quarter was restricted by the effects of the postal strike is not known.

Instalment credit sales by durable goods shops, on the other hand, were 3 per cent more in the first quarter (at current prices, seasonally adjusted) than in the fourth quarter of last year. This suggests that the upward trend in these sales has been resumed following the pause in the fourth quarter. Sales on instalment credi, by 'other instalment credit retailers' were greatly reduced in the first quarter because of the effects of the postal strike on trade by mail order businesses.

With repayments equalling the reduced amount of new credit expended in the first quarter of 1971, there was no change during the quarter as a whole in the total instalment debt owed directly to finance houses and retailers, in seasonally adjusted terms. Total debts outstanding at the end of March was £83 million (7 per cent) more than a year earlier.

Finance houses

New credit advanced by finance houses in March was 18 per cent more than a year earlier. With the smaller increases in January and February, the average increase in the first quarter was 14 per cent compared with an average of 22 per cent in the fourth quarter of 1970. All categories of finance house business recorded smaller increases in the first quarter than in the fourth quarter of last year, though in the case of used cars the difference was small. With credit extended again exceeding repayments, debt owed directly to finance houses rose by £17 million during the quarter in seasonally adjusted terms; at the end of March it totalled £864 million, or 10 per cent more than a year earlier.

Durable goods shops and department stores

Instalment credit sales by durable goods shops in March were 13 per cent more (at current prices) than in March 1970, a slightly larger increase than the average rises of 11 per cent in both the first quarter as a whole and the fourth quarter of 1970. Within this, sales on instalment credit by furniture shops were up by 14 per cent in the first quarter, but instalment sales by radio and electrical goods shops were less buoyant with an increase of only 6 per cent.

Department stores sales on instalment credit in March were 20 per cent up by value on the same month last year, compared with averages of 18 per cent for the first quarter and 8 per cent for 1970 as a whole.

Table 2. Hire purchase and other instalment credit extended and repaid

Seasonally adjusted — £ million

	New Credit Extended			Repayments	Increase in debt
	Total	By Retailers (†)	By Finance Houses		
1966	1,404	735	669	1,533	–129
1967	1,496	750	746	1,532	– 36
1968	1,574	805	769	1,529	45
1969	1,504	803	701	1,520	– 16
1970	1,687	865	822	1,600	89
1967 1st quarter	323	178	145	372	– 49
2nd quarter	343	181	162	383	– 40
3rd quarter	403	190	213	387	16
4th quarter	427	201	226	390	37
1968 1st quarter	427	212	215	392	35
2nd quarter	362	194	168	381	– 19
3rd quarter	387	200	187	376	11
4th quarter	398	199	199	380	18
1969 1st quarter	363	194	169	373	– 10
2nd quarter	366	200	166	375	– 9
3rd quarter	377	201	176	381	– 4
4th quarter	398	208	190	391	7
1970 1st quarter	392	208	184	382	10
2nd quarter	405	210	195	387	20
3rd quarter	431	220	211	408	23
4th quarter	459	227	232	423	36
1971 1st quarter	397	186	211	397	—

(†) Durable goods shops, departmental stores, other general stores, general mail order houses and co-operative societies' non-durable goods departments.

Table 1. Hire purchase and other instalment credit business

	Increase in debt outstanding to finance houses and retailers (†)		Finance Houses				Durable Goods Shops			
			New instalment credit extended per calendar month (Index 1966 = 100)		Increase in debt		*Instalment credit sales per week (Index 1961 = 100)*		Increase in debt	
	£ million				£ million				£ million	
	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
1966	–129		*100*		–84		*93*		–51	
1967	– 36		*111*		–15		*94*		–30	
1968	45		*115*		26		*102*		2	
1969	– 16		*105*		–21		*94*		– 5	
1970	89		*123*		58		*105*		4	
1968 1st quarter	5	35	129	*128*	25	24	111	*120*	– 1	4
2nd quarter	—	–19	116	*101*	9	–18	86	*92*	– 6	– 3
3rd quarter	– 3	11	113	*112*	7	9	96	*99*	– 1	—
4th quarter	43	18	101	*118*	–15	11	113	*98*	10	1
1969 1st quarter	–39	–10	102	*102*	– 7	– 9	87	*93*	–10	– 5
2nd quarter	7	– 9	114	*99*	9	–17	88	*93*	– 1	2
3rd quarter	–18	– 4	106	*105*	– 2	1	91	*94*	– 2	– 2
4th quarter	34	7	96	*113*	–21	4	113	*97*	8	—
1970 1st quarter	–22	10	112	*110*	—	– 1	94	*101*	– 5	2
2nd quarter	36	20	135	*116*	38	12	96	*102*	– 1	1
3rd quarter	8	23	127	*126*	16	18	103	*107*	1	2
4th quarter	67	36	117	*139*	4	29	125	*108*	9	– 1
1971 1st quarter	–28	—	127	*126*	19	17	104	*112*	–3	3
1970 October	14	12	126	*131*	5	9	123	*110*	1	—
November	22	7	113	*126*	—	3	127	*108*	6	2
December	31	17	110	*158*	– 1	17	126	*107*	2	– 3
1971 January	– 7	15	112	*125*	3	6	105	*110*	2	3
February	5	13	120	*124*	11	8	107	*113*	1	3
March	–26	–28	148	*129*	5	3	101	*112*	– 6	– 3
3 months ended December 1970	67	36	117	*139*	4	29	125	*108*	9	– 1
3 months ended March 1971	–28	—	127	*126*	19	17	104	*112*	– 3	3
Percentage increase			*9*	*– 9*			–17	*3*		

(†) Durable goods shops, department stores, other general stores, general mail order houses and co-operative societies' non-durable goods departments.

Other instalment credit retailers

Instalment credit sales by general mail order houses, which account for over three-quarters of the credit business of this group of retailers, were greatly affected during the first quarter by the postal strike. The value of their sales recovered in March to 5 per cent more than a year earlier, but in the quarter as a whole was down by 25 per cent. For comparison the average increase in the fourth quarter of 1970 was 12 per cent. Reflecting this drop in new business, debt outstanding to this group of retailers fell by £19 million during the first quarter in seasonally adjusted terms.

Note:

Starting next month, the detailed monthly statistics of Hire Purchase and other instalment credit business will be published in the Business Monitor series, rather than in *Trade and Industry*. Seasonally adjusted figures of new credit extended and of the change in debt outstanding to finance houses and retailers, and index numbers of the instalment credit sales by broad groups of shops will still be published in *Trade and Industry;* the Business Monitors will be published on the same day.

There will be two Business Monitors for instalment credit business, i.e.,

F.D. 6: Instalment credit business of finance houses.

F.D. 8: Instalment credit business of retailers.

Each Monitor will contain detailed figures for a run of month, together with a brief commentary.

Business Monitors may be obtained from HMSO, PO Box 569, London, S.E.1. The annual subscription for each of these Monitors is £1. Bulk subscriptions are available at £9 for 25 copies, £15 for 50 copies and £6 for every additional 25 copies.

Table 3. Hire purchase and other instalment credit outstanding

£ million, end period

Owed directly to		Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239	240	243	248	250
	1969	246	243	240	238	242	239	237	238	237	238	241	245
	1970	246	244	240	240	241	239	239	240	240	241	247	249
	1971	251	252	246									
Department stores	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26	26	27	28	31
	1969	30	30	28	28	27	27	28	27	27	27	28	31
	1970	30	30	28	28	28	28	29	28	29	29	29	33
	1971	32	33	30									
Finance houses	1967	782	770	758	754	750	754	765	771	774	784	795	782
	1968	784	793	807	809	815	816	820	825	823	823	823	808
	1969	800	798	801	804	804	810	809	811	808	804	800	787
	1970	780	783	787	804	815	825	830	841	841	846	846	845
	1971	848	859	864									
Total	1967	1,083	1,063	1,044	1,035	1,027	1,026	1,035	1,037	1,038	1,049	1,064	1,058
	1968	1,059	1,068	1,082	1,082	1,088	1,084	1,086	1,090	1,089	1,093	1,099	1,089
	1969	1,076	1,071	1,069	1,070	1,073	1,076	1,074	1,076	1,072	1,069	1,069	1,063
	1970	1,056	1,057	1,055	1,072	1,084	1,092	1,098	1,109	1,110	1,116	1,122	1,127
	1971	1,131	1,144	1,140									
Other instalment credit retailers†	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179	179	185	197	222
	1969	211	206	203	201	204	203	195	191	189	195	208	232
	1970	226	223	218	215	220	217	208	207	207	215	231	257
	1971	246	238	216									
GRAND TOTAL	1967	1,271	1,247	1,225	1,214	1,205	1,201	1,205	1,204	1,206	1,222	1,250	1,266
	1968	1,255	1,259	1,271	1,272	1,276	1,271	1,268	1,269	1,268	1,278	1,296	1,311
	1969	1,287	1,277	1,272	1,271	1,277	1,279	1,269	1,267	1,261	1,264	1,277	1,295
	1970	1,282	1,280	1,273	1,287	1,304	1,309	1,306	1,316	1,317	1,331	1,353	1,384
	1971	1,377	1,382	1,356									

† Comprising general stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.

Table 4. Retailers: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week *and percentage increases compared with a year earlier*

Average of 1961 = 100

	Total of Selected kinds of Business (§)		Durable Goods Shops Total (†)		Department Stores		Other Instalment Credit Retailers					
							Other General Stores (‡)		General Mail Order Houses		Co-operative Societies' non-durable goods departments	
(H.P. and other instalment credit sales in 1961 £ million)	(£673)		(£303)		(£54)		(£72)		(£201)		(£43)	
1966	124	– 3	93	–17	103	– 1	125	– 6	184	11	93	– 2
1967	128	1	94	2	108	5	119	– 4	195	6	92	– 2
1968	137	7	102	8	115	7	120	1	210	8	93	1
1969	136	– 1	94	– 7	118	3	117	– 3	219	4	91	– 2
1970	148	9	105	11	127	8	122	4	242	11	91	—
1968 1st quarter	129	20	111	38	105	18	96	7	188	10	69	—
2nd quarter	124	6	86	4	104	8	110	—	201	8	85	2
3rd quarter	120	4	96	4	102	3	102	– 1	175	5	84	2
4th quarter	173	2	113	– 7	149	1	174	—	278	8	132	1
1969 1st quarter	116	–10	87	–22	98	– 7	89	– 7	187	– 1	65	– 7
2nd quarter	129	4	88	2	112	8	112	2	210	5	86	—
3rd quarter	120	—	91	– 6	107	4	95	– 7	187	7	83	– 1
4th quarter	178	3	113	– 1	156	5	175	1	294	6	131	– 1
1970 1st quarter	126	8	94	8	100	3	90	1	207	11	67	4
2nd quarter	138	7	96	9	118	5	115	2	225	7	88	3
3rd quarter	134	11	103	14	121	13	100	6	206	10	81	– 3
4th quarter	196	10	125	11	170	9	184	5	330	12	127	– 3
1971 1st quarter	117	– 7	104	11	118	18	95	5	156	–25	62	– 8
1970 October	186	14	123	14	152	17	140	7	327	15	93	8
November	202	9	127	10	153	5	173	4	357	11	118	– 7
December*	200	9	126	10	197	7	227	5	311	11	162	– 5
1971 January	114	1	105	12	138	17	88	– 1	143	–12	55	– 7
February	93	–31	107	8	114	16	101	10	74	–68	55	–11
March*	138	8	101	13	106	20	96	7	231	5	73	– 6

(Continued on next page)

Hire purchase and other instalment credit business in March

AFTER RISING STRONGLY up to the end of last year, new instalment credit advanced by finance houses in the first quarter of 1971 was no more than in the third quarter of 1970, if seasonal movements are allowed for. The significance of this fall is uncertain, however, since the extent to which new business during the quarter was restricted by the effects of the postal strike is not known.

Instalment credit sales by durable goods shops, on the other hand, were 3 per cent more in the first quarter (at current prices, seasonally adjusted) than in the fourth quarter of last year. This suggests that the upward trend in these sales has been resumed following the pause in the fourth quarter. Sales on instalment credi, by 'other instalment credit retailers' were greatly reduced in the first quarter because of the effects of the postal strike on trade by mail order businesses.

With repayments equalling the reduced amount of new credit expended in the first quarter of 1971, there was no change during the quarter as a whole in the total instalment debt owed directly to finance houses and retailers, in seasonally adjusted terms. Total debts outstanding at the end of March was £83 million (7 per cent) more than a year earlier.

Finance houses

New credit advanced by finance houses in March was 18 per cent more than a year earlier. With the smaller increases in January and February, the average increase in the first quarter was 14 per cent compared with an average of 22 per cent in the fourth quarter of 1970. All categories of finance house business recorded smaller increases in the first quarter than in the fourth quarter of last year, though in the case of used cars the difference was small. With credit extended again exceeding repayments, debt owed directly to finance houses rose by £17 million during the quarter in seasonally adjusted terms; at the end of March it totalled £864 million, or 10 per cent more than a year earlier.

Durable goods shops and department stores

Instalment credit sales by durable goods shops in March were 13 per cent more (at current prices) than in March 1970, a slightly larger increase than the average rises of 11 per cent in both the first quarter as a whole and the fourth quarter of 1970. Within this, sales on instalment credit by furniture shops were up by 14 per cent in the first quarter, but instalment sales by radio and electrical goods shops were less buoyant with an increase of only 6 per cent.

Department stores sales on instalment credit in March were 20 per cent up by value on the same month last year, compared with averages of 18 per cent for the first quarter and 8 per cent for 1970 as a whole.

Table 2. Hire purchase and other instalment credit extended and repaid

Seasonally adjusted — £ million

	New Credit Extended			Repayments	Increase in debt
	Total	By Retailers (†)	By Finance Houses		
1966	1,404	735	669	1,533	–129
1967	1,496	750	746	1,532	– 36
1968	1,574	805	769	1,529	45
1969	1,504	803	701	1,520	– 16
1970	1,687	865	822	1,600	89
1967 1st quarter	323	178	145	372	– 49
2nd quarter	343	181	162	383	– 40
3rd quarter	403	190	213	387	16
4th quarter	427	201	226	390	37
1968 1st quarter	427	212	215	392	35
2nd quarter	362	194	168	381	– 19
3rd quarter	387	200	187	376	11
4th quarter	398	199	199	380	18
1969 1st quarter	363	194	169	373	– 10
2nd quarter	366	200	166	375	– 9
3rd quarter	377	201	176	381	– 4
4th quarter	398	208	190	391	7
1970 1st quarter	392	208	184	382	10
2nd quarter	405	210	195	387	20
3rd quarter	431	220	211	408	23
4th quarter	459	227	232	423	36
1971 1st quarter	397	186	211	397	—

(†) Durable goods shops, departmental stores, other general stores, general mail order houses and co-operative societies' non-durable goods departments.

Table 1. Hire purchase and other instalment credit business

	Increase in debt outstanding to finance houses and retailers (†) £ million		Finance Houses: *New instalment credit extended per calendar month* (*Index* 1966 = 100)		Finance Houses: Increase in debt £ million		Durable Goods Shops: *Instalment credit sales per week* (*Index* 1961 = 100)		Durable Goods Shops: Increase in debt £ million	
	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
1966	–129		*100*		–84		*93*		–51	
1967	– 36		*111*		–15		*94*		–30	
1968	45		*115*		26		*102*		2	
1969	– 16		*105*		–21		*94*		– 5	
1970	89		*123*		58		*105*		4	
1968 1st quarter	5	35	129	*128*	25	24	111	*120*	– 1	4
2nd quarter	—	–19	116	*101*	9	–18	86	*92*	– 6	– 3
3rd quarter	– 3	11	113	*112*	7	9	96	*99*	– 1	—
4th quarter	43	18	101	*118*	–15	11	113	*98*	10	1
1969 1st quarter	–39	–10	102	*102*	– 7	– 9	87	*93*	–10	– 5
2nd quarter	7	– 9	114	*99*	9	–17	88	*93*	– 1	2
3rd quarter	–18	– 4	106	*105*	– 2	1	91	*94*	– 2	– 2
4th quarter	34	7	96	*113*	–21	4	113	*97*	8	—
1970 1st quarter	–22	10	112	*110*	—	– 1	94	*101*	– 5	2
2nd quarter	36	20	135	*116*	38	12	96	*102*	– 1	1
3rd quarter	8	23	127	*126*	16	18	103	*107*	1	2
4th quarter	67	36	117	*139*	4	29	125	*108*	9	– 1
1971 1st quarter	–28	—	127	*126*	19	17	104	*112*	–3	3
1970 October	14	12	126	*131*	5	9	123	*110*	1	—
November	22	7	113	*126*	—	3	127	*108*	6	2
December	31	17	110	*158*	– 1	17	126	*107*	2	– 3
1971 January	– 7	15	112	*125*	3	6	105	*110*	2	3
February	5	13	120	*124*	11	8	107	*113*	1	3
March	–26	–28	148	*129*	5	3	101	*112*	– 6	– 3
3 months ended December 1970	67	36	117	*139*	4	29	125	*108*	9	– 1
3 months ended March 1971	–28	—	127	*126*	19	17	104	*112*	– 3	3
Percentage increase			*9*	*– 9*			–17	*3*		

(†) Durable goods shops, department stores, other general stores, general mail order houses and co-operative societies' non-durable goods departments.

Other instalment credit retailers

Instalment credit sales by general mail order houses, which account for over three-quarters of the credit business of this group of retailers, were greatly affected during the first quarter by the postal strike. The value of their sales recovered in March to 5 per cent more than a year earlier, but in the quarter as a whole was down by 25 per cent. For comparison the average increase in the fourth quarter of 1970 was 12 per cent. Reflecting this drop in new business, debt outstanding to this group of retailers fell by £19 million during the first quarter in seasonally adjusted terms.

Note:

Starting next month, the detailed monthly statistics of Hire Purchase and other instalment credit business will be published in the Business Monitor series, rather than in *Trade and Industry*. Seasonally adjusted figures of new credit extended and of the change in debt outstanding to finance houses and retailers, and index numbers of the instalment credit sales by broad groups of shops will still be published in *Trade and Industry;* the Business Monitors will be published on the same day.

There will be two Business Monitors for instalment credit business, i.e.,

F.D. 6: Instalment credit business of finance houses.

F.D. 8: Instalment credit business of retailers.

Each Monitor will contain detailed figures for a run of month, together with a brief commentary.

Business Monitors may be obtained from HMSO, PO Box 569, London, S.E.1. The annual subscription for each of these Monitors is £1. Bulk subscriptions are available at £9 for 25 copies, £15 for 50 copies and £6 for every additional 25 copies.

Table 3. Hire purchase and other instalment credit outstanding

£ million, end period

Owed directly to		Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239	240	243	248	250
	1969	246	243	240	238	242	239	237	238	237	238	241	245
	1970	246	244	240	240	241	239	239	240	240	241	247	249
	1971	251	252	246									
Department stores	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26	26	27	28	31
	1969	30	30	28	28	27	27	28	27	27	27	28	31
	1970	30	30	28	28	28	28	29	28	29	29	29	33
	1971	32	33	30									
Finance houses	1967	782	770	758	754	750	754	765	771	774	784	795	782
	1968	784	793	807	809	815	816	820	825	823	823	823	808
	1969	800	798	801	804	804	810	809	811	808	804	800	787
	1970	780	783	787	804	815	825	830	841	841	846	846	845
	1971	848	859	864									
Total	1967	1,083	1,063	1,044	1,035	1,027	1,026	1,035	1,037	1,038	1,049	1,064	1,058
	1968	1,059	1,068	1,082	1,082	1,088	1,084	1,086	1,090	1,089	1,093	1,099	1,089
	1969	1,076	1,071	1,069	1,070	1,073	1,076	1,074	1,076	1,072	1,069	1,069	1,063
	1970	1,056	1,057	1,055	1,072	1,084	1,092	1,098	1,109	1,110	1,116	1,122	1,127
	1971	1,131	1,144	1,140									
Other instalment credit retailers†	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179	179	185	197	222
	1969	211	206	203	201	204	203	195	191	189	195	208	232
	1970	226	223	218	215	220	217	208	207	207	215	231	257
	1971	246	238	216									
GRAND TOTAL	1967	1,271	1,247	1,225	1,214	1,205	1,201	1,205	1,204	1,206	1,222	1,250	1,266
	1968	1,255	1,259	1,271	1,272	1,276	1,271	1,268	1,269	1,268	1,278	1,296	1,311
	1969	1,287	1,277	1,272	1,271	1,277	1,279	1,269	1,267	1,261	1,264	1,277	1,295
	1970	1,282	1,280	1,273	1,287	1,304	1,309	1,306	1,316	1,317	1,331	1,353	1,384
	1971	1,377	1,382	1,356									

† Comprising general stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.

Table 4. Retailers: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week ***and percentage increases compared with a year earlier***

Average of 1961 = 100

(H.P. and other instalment credit sales in 1961 £ million)	Total of Selected kinds of Business (§) (£673)		Durable Goods Shops Total (†) (£303)		Department Stores (£54)		Other Instalment Credit Retailers: Other General Stores (‡) (£72)		General Mail Order Houses (£201)		Co-operative Societies' non-durable goods departments (£43)	
1966	124	– 3	93	–17	103	– 1	125	– 6	184	11	93	– 2
1967	128	1	94	2	108	5	119	– 4	195	6	92	– 2
1968	137	7	102	8	115	7	120	1	210	8	93	1
1969	136	– 1	94	– 7	118	3	117	– 3	219	4	91	– 2
1970	148	9	105	11	127	8	122	4	242	11	91	—
1968 1st quarter	129	20	111	38	105	18	96	7	188	10	69	—
2nd quarter	124	6	86	4	104	8	110	—	201	8	85	2
3rd quarter	120	4	96	4	102	3	102	– 1	175	5	84	2
4th quarter	173	2	113	– 7	149	1	174	—	278	8	132	1
1969 1st quarter	116	–10	87	–22	98	– 7	89	– 7	187	– 1	65	– 7
2nd quarter	129	4	88	2	112	8	112	2	210	5	86	—
3rd quarter	120	—	91	– 6	107	4	95	– 7	187	7	83	– 1
4th quarter	178	3	113	– 1	156	5	175	1	294	6	131	– 1
1970 1st quarter	126	8	94	8	100	3	90	1	207	11	67	4
2nd quarter	138	7	96	9	118	5	115	2	225	7	88	3
3rd quarter	134	11	103	14	121	13	100	6	206	10	81	– 3
4th quarter	196	10	125	11	170	9	184	5	330	12	127	– 3
1971 1st quarter	117	– 7	104	11	118	18	95	5	156	–25	62	– 8
1970 October	186	14	123	14	152	17	140	7	327	15	93	8
November	202	9	127	10	153	5	173	4	357	11	118	– 7
December*	200	9	126	10	197	7	227	5	311	11	162	– 5
1971 January	114	1	105	12	138	17	88	– 1	143	–12	55	– 7
February	93	–31	107	8	114	16	101	10	74	–68	55	–11
March*	138	8	101	13	106	20	96	7	231	5	73	– 6

(Continued on next page)

HIRE PURCHASE, *continued*

Table 4 - *continued*

(H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops								Furniture Shops						Other Durable Goods Shops			
	Total (£303)		Multiples (£161)		Independents (£110)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143) (‖)		Radio and electrical, etc. goods shops (¶) (£82)	
1966	93	-17	100	-15	82	-19	95	-19	93	-15	94	-15	92	-15	92	-19	76	-21
1967	94	2	104	4	81	- 1	91	- 4	88	- 5	86	- 8	90	- 2	101	9	82	7
1968	102	8	113	8	87	80	96	5	90	2	87	1	94	4	113	13	90	11
1969	94	- 7	107	- 5	78	-10	84	-12	81	-11	79	- 9	82	-12	109	- 4	84	- 7
1970	105	11	119	11	87	11	91	8	92	14	95	21	89	8	119	9	96	14
1968 1st quarter	111	38	121	39	98	39	107	36	96	27	92	26	100	28	125	48	101	46
2nd quarter	86	4	98	6	71	3	77	- 4	80	5	80	8	81	3	93	5	72	6
3rd quarter	96	4	109	6	79	1	90	1	83	- 1	79	—	86	- 2	109	8	84	4
4th quarter	113	- 7	123	- 8	101	- 4	109	- 7	101	-13	96	-19	107	- 9	125	- 1	104	- 3
1969 1st quarter	87	-22	95	-21	77	-22	78	-27	71	-26	66	-28	77	-24	102	-18	83	-19
2nd quarter	88	2	102	4	69	- 3	77	—	78	- 3	80	—	75	- 7	99	9	71	- 2
3rd quarter	91	- 6	104	- 5	74	- 6	79	-11	77	- 7	74	- 7	79	- 8	105	- 4	79	- 6
4th quarter	113	- 1	127	3	95	- 7	104	- 5	97	- 4	95	- 1	99	- 8	129	3	104	1
1970 1st quarter	94	8	105	10	82	6	80	2	79	10	79	20	79	3	110	7	95	15
2nd quarter	96	9	111	8	76	10	88	15	83	7	86	8	80	6	109	10	82	15
3rd quarter	103	14	118	13	86	16	88	10	91	18	93	25	89	12	118	12	94	19
4th quarter	125	11	143	13	104	10	108	4	116	20	124	30	109	10	138	7	113	8
1971 1st quarter	104	11	116	10	91	11	91	13	90	14	91	15	89	12	120	9	100	6
1970 October	123	14	139	16	103	16	109	- 4	110	19	111	27	110	13	137	14	105	16
November	127	10	143	12	105	6	120	9	114	19	114	28	115	11	140	4	108	4
December*	126	10	147	11	105	10	98	7	123	21	142	34	104	8	136	3	122	5
1971 January	105	12	113	12	96	12	98	15	92	14	89	20	94	9	119	10	102	3
February	107	8	117	5	99	14	80	4	94	13	100	15	89	11	124	5	105	3
March*	101	13	116	14	80	8	94	19	85	14	85	11	84	17	117	11	95	10

(†) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies' durable goods departments. (‡) Includes credit traders calling on customers. (§) Comprises durable goods shops (incuding co-operative societies' durable goods departments) department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (‖) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists). (¶) Comprises radio and electrical goods shops, cycle and perambulator shops.*

Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month *and percentage increases compared with a year earlier*

Monthly average 1966 = 100

(£ million 1966)	All goods (£670)		Private cars, new (£132)		Private cars, used (£250)		Commercial motor vehicles – new and used (£78)		Motor-cycles, side-cars, power assisted cycles (£16)		Caravans new and used (£15)		Farm equipment and tractors (£11)		Industrial and building plant and equipment (£80)		Household goods (†) (£34)		Other goods (£54)	
1966	100		100		100		100		100		100		100		100		100		100	
1967	111	11	116	16	117	17	103	3	105	5	95	- 5	98	- 2	113	13	106	6	96	- 4
1968	115	3	110	- 5	117	—	117	14	109	4	118	23	95	- 3	110	- 3	127	20	117	22
1969	105	- 9	91	-18	101	-14	128	9	77	-29	114	- 4	96	1	105	- 5	107	-16	128	10
1970	123	17	106	16	110	8	148	16	92	19	130	15	115	19	126	20	119	11	195	53
1968 1st quarter	129	49	139	67	131	63	133	46	103	96	110	38	85	5	122	13	136	36	121	29
2nd quarter	116	3	102	- 4	121	5	121	6	126	- 9	140	22	85	- 5	116	- 9	113	19	121	23
3rd quarter	113	-12	108	-22	123	-19	102	1	128	- 5	141	23	104	-14	98	-12	121	21	105	16
4th quarter	101	-14	92	-31	93	-24	112	7	79	-15	79	9	108	7	104	- 2	139	9	119	19
1969 1st quarter	102	-21	92	-34	96	-27	131	- 2	63	-39	92	-17	85	1	101	-17	116	-14	129	7
2nd quarter	114	- 2	103	1	114	- 6	139	15	93	-26	152	8	95	11	104	-10	99	-13	133	10
3rd quarter	106	- 6	95	-12	105	-14	118	16	90	-30	124	-12	103	- 1	108	10	98	-19	123	17
4th quarter	96	- 5	72	-21	89	- 4	124	10	64	-19	87	9	103	- 5	106	1	116	-16	126	5
1970 1st quarter	112	9	100	9	101	5	142	9	70	12	99	7	91	7	118	17	116	—	154	19
2nd quarter	135	18	119	16	122	7	169	21	109	17	165	9	109	15	141	35	109	10	199	50
3rd quarter	127	20	111	17	115	9	141	20	105	17	160	29	124	20	119	11	116	19	224	81
4th quarter	117	22	93	28	100	12	140	13	85	33	98	12	134	31	126	19	137	18	203	62
1971 1st quarter	127	14	119	19	112	11	157	10	87	23	107	9	106	16	130	10	120	4	194	26
1970 October	126	15	100	13	114	7	151	9	101	17	132	2	134	9	132	13	130	13	207	73
November	113	22	93	28	96	12	139	18	81	31	83	17	117	33	125	19	131	13	194	63
December	110	30	85	50	90	20	130	13	73	68	78	31	153	56	120	27	149	28	209	51
1971 January	112	12	108	24	89	4	142	11	56	- 1	71	- 1	128	65	121	14	123	- 3	187	21
February	120	9	112	19	111	7	153	12	80	12	102	1	89	-20	115	1	98	- 7	184	22
March	148	18	137	16	136	19	175	8	123	50	150	20	100	19	154	16	140	23	212	34

(†) Includes pedal cycles and some mopeds; mopeds are generally classified with motor-cycles but some returns do not distinguish mopeds from pedal cycles.

NRDC

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance.

NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere.

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The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, SW1H OET, or by telephoning 01-828 3400.

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series

Monthly at £1 a year post free:

Imported Timber for January 1971
Paper and Paper-Making Materials for January 1971
Salt for February 1971
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Quarterly at 37½p a year post free:

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Monthly at £2 each a year post free:

Food Shops for March 1971
Clothing and Footwear Shops for March 1971
Durable Goods Shops for March 1971
Miscellaneous Non-food Shops for March 1971

A complete list of titles of Business Monitors was last published in *Trade and Industry* on March 31, 1971, on page 679.

Easing the burden of form filling—seminar on business statistics

THE BUSINESS STATISTICS OFFICE wants to reduce the burden on firms of answering statistical surveys and hopes eventually to send firms questionnaires which ask only those questions related to an individual firm's sales and products. Existing questionnaires list all products of an industry.

This was stated on May 5, by Dr. Bernard Mitchell, Chief Statistician at the Business Statistics Office, when he addressed a seminar on business statistics held at the Department of Trade and Industry by the BSO, the Industrial Marketing Research Association (IMRA) and the Association of Market Survey Organizations (AMSO).

'This is just one of the ways by which the Government Statistical Service hopes to secure the full co-operation of industry in responding promptly to its inquiries,' said Dr. Mitchell.

He added: 'It is surprising how often a businessman who complains about the lateness of a particular statistical series is a member of a firm whose returns we are still awaiting'.

Other methods used by the Government Statistical Service to minimize the burden of form filling were outlined by Dr. Mitchell. Comprehensive discussions are held with individual industries to establish the content of each inquiry and to ensure that they are as precise, comprehensive and useful as possible.

'Wherever possible', said Dr. Mitchell, 'the Government asks for information which is readily available from firms' records'.

He went on to say that firms were given as much advance notice as possible of the questions they would be asked, and he stressed the importance of publishing results quickly. The Government's efforts in this respect were however often hampered by poor response from industry.

'We are trying to encourage an interest in official statistics and a greater appreciation of their usefulness,' added Dr. Mitchell.

The seminar also heard a paper by Mr. R. W. Green, Chief Statistician, Central Statistical Office on the structure and development of statistical classifications.

Other contributors were Mr. J. Stocks of Marplan, Mr. C. Honey of A. C. Nielsen and Co., Mr. I. Maclean of Business Intelligence Services and Mr. C. J. Albu of BTR Industries. A report of the seminar, which will include the talks given and a summary of the discussions, will be published in *Trade and Industry* of May 19 and the *IMRA Journal*.

ADVERTISEMENT INQUIRIES FOR 'TRADE AND INDUSTRY'

Inquiries concerning the insertion of advertisements in Trade and Industry *should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.*1 (01-348 9876, *Ext.* 6147).

Insurance business statistics

INSURANCE BUSINESS STATISTICS, containing statistical and other information based on insurers' annual returns to the Board of Trade (now Department of Trade and Industry) for accounting years ended between September 1, 1966 and August 31, 1967 and between September 1, 1967 and August 31, 1968, was published on May 4.

Copies of the publication, price £13 (£13.24 by post) can be obtained from HMSO, 49 High Holborn, London, WC1 (retail counter service only) or PO Box 569, London, SE1, or at any of the following addresses (retail counter service or mail order): 13A Castle Street, Edinburgh EH2 3AR; 109 St. Mary Street, Cardiff CF1 1JW; Brazennose Street, Manchester M60 8AS; 50 Fairfax Street, Bristol BS1 3DE; 258 Broad Street, Birmingham B1 2HE; 7 Linenhall Street, Belfast BT2 8AY.

The publication can also be obtained from other booksellers.

British Film Fund Agency returns

THE BRITISH FILM FUND Agency has published the following information for the four weeks ended March 27, 1971:

Distributors' earnings submitted	£	£
High cost films	627,190	
Low cost films:		
Eligible (after multiplying by 2½)	51,840	
Not eligible for 2½ times rental	21,165	
		700,195
Films of less than 3,000 ft. (after multiplying by 2½)		22,606
		£722,801

Levy collections paid to Agency by HM Customs and Excise to April 12, 1971, together with an estimate of collection approximately covering entertainments of four weeks ended March 27, 1971 £383,700

The fifth interim allocation for the fourteenth distribution period will be at the rate of 46 per cent.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, May 7, 1971. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Mining Review No. 9 – 24th Year	Br/E 35466/8/5/76	10	May 5	Data Film Distributors Ltd.	National Coal Board
Bread	Br/E 35470/8/5/76	79	May 5	Eagle Films Ltd.	Salon Productions Ltd.
Movietone News 2187	Br/E 35260/8/5/76	8	May 7	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2187A	Br/E 35261/8/5/76	7	May 7	" "	" "
				FOREIGN	
I Am An Elephant, Madame (Ich Bin Ein Elephant Madame)	F 35467	100	May 5	Connoisseur Films Ltd.	Induna Film GmbH Munich
The Samourai	F 35468	86	May 5	Scotia-Barber Distributors Ltd.	Filmel, Paris
Death Occurred Last Night	F 35469	98	May 5	Eagle Films Ltd.	Lombard Film Productions, Milan

CORRECTION TO THE REGISTER:
The playing time of the film 'The Invincible Six' (F 35430) registered on April 13, 1971, has been corrected to 94 minutes.

United Kingdom trade in the first quarter

Provisional figures for United Kingdom Trade in March were published on April 15 and an article appeared in Trade and Industry *dated April 21; the article provides a more detailed analysis of trends. An article on prices will appear in the issue dated May 26.*

SUMMARY

FOR THE FIRST QUARTER of 1971 the figure of visible trade showed a deficit averaging £26 million a month† The underlying position was, however, probably better than this figure indicates. The backlog in documentation outstanding from the postal strike was, at the end of the quarter, likely to have been greater for exports than for imports; and imports in the quarter were inflated by certain irregular factors.

With net invisibles estimated to be running at a rate close to £50 million a month the current account continued in strong surplus.

The postal strike, which lasted from late in January to early in March, distorted the recording of imports and exports during the quarter. The actual flow of trade was probably not much affected except for postal traffic, some of which may however have been dispatched in other ways. Because of the distortion in the figures, comparison of the levels of trade in the first quarter of this year with those in the second half of last year provides only limited guidance about underlying trends. This is especially true of exports, where there was some considerable backlog of documentation outstanding at the end of March, and in consequence the present article omits any detailed analysis of exports though mentioning some changes which have become obvious despite the effect of the strike.

†All figures in this article for exports (except recorded figures in Table 4 and area and commodity analyses in Tables A and B) and in consequence, for the visible balance, include from January 1970 an addition of 2 per cent to the value of exports as an allowance for under-recording (See Note 1(d).

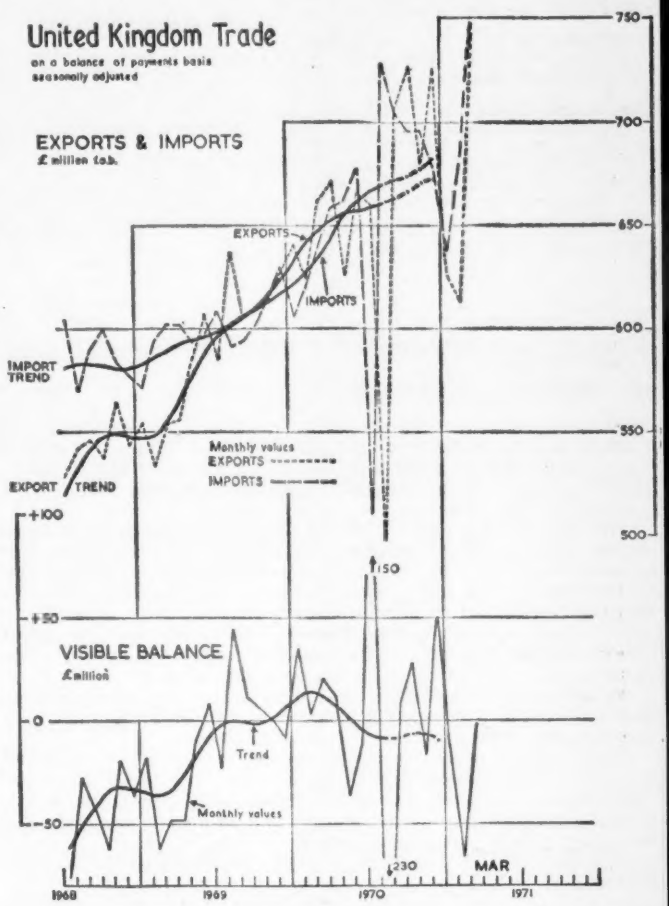


Table 1. Visible trade on balance of payments basis

Seasonally adjusted values† — £ million per month

	Exports fob‡	Imports fob§	Visible balance
1969	588	600	− 12
1970	657	657	+ 0
1969 1st quarter	547	590	− 42
2nd quarter	589	598	− 16
3rd quarter	610	598	+12
4th quarter	615	615	− 0
1970 1st quarter	642	623	+19
2nd quarter	654	666	− 12
3rd quarter	623	647	− 24
4th quarter	709	691	+18
1971 1st quarter p	663	688	− 26
1970 October	723	696	+27
November	677	696	− 19
December	728	682	+46
1971 January p	627	638	− 12
February p	614	680	− 66
March p	748	747	+ 1
1970 4th quarter	709	691	+18
1971 1st quarter p	663	688	− 26

p Provisional estimates.
† Components and totals are rounded independently.
‡ Includes balance of payments adjustments and allowances for factors affecting recording (see Table 2).
§ Includes payments for United States military aircraft and other balance of payments adjustments (see Table 3).

Table 1a. Three monthly averages ‡

Seasonally adjusted values — £ million per month

	Exports fob	Imports fob	Visible balance
1970 April	652	640	+ 12
May	652	654	− 2
June	654	666	− 12
July	651	617	+ 34
August	608	639	− 31
September	623	647	− 24
October	644	709	− 65
November	704	698	+ 5
December	709	691	+18
1971 January	677	672	+ 5
February	656	667	− 11
March	663	688	− 26

‡ Average of month shown and two preceding months (see Note (ic).

EXPORTS

The value of exports in the first quarter averaged £663 million a month†, seasonally adjusted and on a balance of payments basis, slightly less than the average of £666 million a month in the second half of last year. As, however, there was some backlog of documentation remaining at the end of March, there was probably a modest increase in the underlying trend in the value of exports.

The export unit value index continued to rise strongly; in the first quarter it increased by about 3 per cent compared with the fourth quarter of last year and by 9 per cent compared with the same period of last year. The rise in prices has accounted for all of the increase in the value of exports since the second half of 1969; the underlying trend in the volume of exports has been flat for over 18 months.

After a pause in the middle of last year, the growth in the value of world exports of manufactures appears to have been resumed at the end of the year but at a slower rate, reflecting the slower rates of growth in the economies of Western European countries and the weakness so far in the recovery of demand in the United States. As with United Kingdom exports, prices have contributed more than usual over the past year and a half to the growth in the value of other manufacturing countries' trade. There is, however, some evidence to suggest that the rate of increase of our main competitors' export prices has begun to ease; since about the middle of last year our export prices have been rising faster than those of our competitors for the first time after rising at a similar rate for nearly two years.

Some recent trends in exports are discernible despite the effect of the postal strike. The value of exports to the sterling area grew strongly in the first quarter and was on average 5 per cent higher than in the second half of last year, the increase in deliveries to the developing sterling area being especially marked. Exports to North America commenced to rise again after a period of little or no growth; between the second half of last year and the first quarter of 1971 they rose on average by 1 per cent, with all of the recovery due to an increase of 3 per cent in the rate of shipments to the United States. The weakest trend in exports in the first quarter was to Western Europe; this followed marked growth in deliveries to both EEC and EFTA last year.

Within the commodity pattern of trade the rate of machinery exports increased by 3 per cent between the second half of 1970 and the first quarter. The average level of deliveries of road motor vehicles was also higher in the first quarter, despite some loss through strikes. There was a recovery in exports of ships and aircraft and precious stones in the first quarter from low levels in the second half of 1970.

Table 2. Exports

Seasonally adjusted values† — £ million per month

	Overseas Trade Statistics basis fob§	Coverage adjustments	Net allowance for factors affecting recording‡	Balance of payments basis fob
1969	612	−27	+ 4	588
1970	672	−28	+13	657
1969 1st quarter	562	−26	+12	547
2nd quarter	600	−30	+12	582
3rd quarter	640	−24	− 6	610
4th quarter	645	−27	− 3	615
1970 1st quarter	655	−26	+13	642
2nd quarter	669	−29	+13	654
3rd quarter	638	−27	+13	623
4th quarter	726	−31	+15	709
1971 1st quarter p	678	−29	+14	663
1970 October	742	−34	+15	723
November	693	−30	+14	677
December	743	−30	+15	728
1971 January p	640	−26	+13	627
February p	626	−24	+13	614
March p	769	−37	+15	748
1970 4th quarter	726	−31	+15	709
1971 1st quarter p	678	−29	+14	663

p Provisional estimates.
† Components and totals are rounded independently.
‡ See Note (id).
§ These values are derived from the recorded values in Table 4 by the standard seasonal adjustment process (see Note (ie).)

IMPORTS

Imports in the first quarter rose fairly sharply on a seasonally adjusted basis, with nearly all the increase reflecting a higher volume. The effect of the postal strike was smaller for imports than for exports and it seems probable that nearly all of the delayed documentation had been accounted for by the end of March.

On an f.o.b. balance of payments basis, and seasonally adjusted, imports averaged £688 million a month, £19 million a month (3 per cent) more than the average in the second half of last year. The figures for the first quarter, however, include an erratically high level of imports in March when fuel imports were exceptionally high and three Boeing 747 aircraft valued at £28 million were imported by BOAC. (See note 1(f)). These erratic factors accounted for more than half of the rise in the level of total imports between the second half of last year and the first quarter of this year so that the underlying rate of increase may have been less sharp than the figures suggest. United Kingdom import prices have remained more or less steady since the middle of last year as a result of lower world commodity prices, particularly of copper and other non-ferrous metals, off-setting rises in the prices of most other groups of imports.

The increase in the value of imports in the first quarter compared with the second half of last year is more than accounted for by the increased values of arrivals of finished manufactures and fuel. Imports of finished manufactures increased by an average of £19 million a month (11 per cent) between these two periods, of which about half reflected the arrivals of the Boeing 747 aircraft in March. Only about one-sixth of the value increase was a result of higher prices.

Arrivals of fuel rose sharply in the first quarter and were £16 million a month (19 per cent) higher than in the second half of last year. About a third of this increase was caused by a higher volume of imports, but the greater part was due to a rise in oil prices which have risen rapidly to a level in the first quarter over 10 per cent above that in the second half of last year.

Among other classes of imports, arrivals of food, drink and tobacco were 4 per cent higher, while imports of both basic materials and semi-manufactures were slightly lower than in the second half of 1970, with the predominant influence being the continued fall in the import prices of non-ferrous metals, particularly copper.

The value of imports from all main areas increased from their average level in the second half of last year, with the exception of imports from the sterling area and Latin America which showed modest falls. The largest increases were in arrivals from the EEC and North America, each of which were £10 million a month (7 and 6 per cent respectively) higher.

(*Continued on next page*)

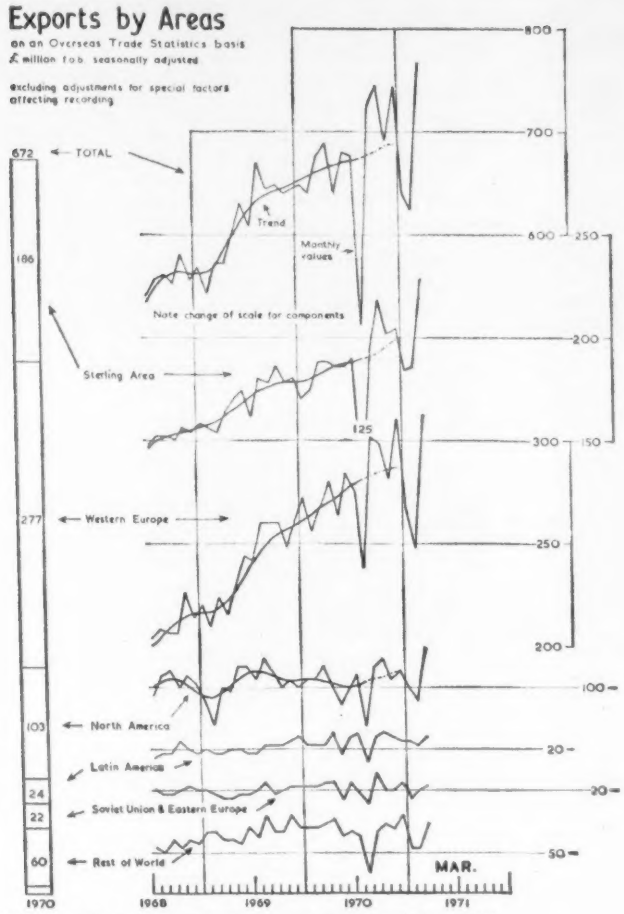
Table 3. Imports

Seasonally adjusted values† — £ million per month

	Overseas Trade Statistics basis‡	Adjustments to balance of payments basis				Balance of payments basis fob
		US military aircraft, etc.		Freight, insurance and other valuation adjustments	Coverage adjustments	
	cif	Arrivals	Payments			
1969	693	−16	+ 5	−68	−14	600
1970	754	− 2	+ 1	−78	−19	657
1969 1st quarter	674	−17	+11	−68	−10	590
2nd quarter	699	−22	+ 5	−68	−16	598
3rd quarter	695	−16	+ 1	−68	−14	598
4th quarter	703	− 8	+ 3	−68	−15	615
1970 1st quarter	716	− 2	+ 0	−72	−19	623
2nd quarter	762	− 3	+ 0	−77	−16	666
3rd quarter	741	− 1	+ 2	−79	−16	647
4th quarter	799	− 2	+ 1	−84	−23	691
1971 1st quarter p	794	− 1	+ 2	−87	−19	688
October	798	− 2	+ 0	−83	−17	696
November	805	− 3	+ 3	−84	−24	696
December	794	− 0	—	−85	−27	682
1971 January p	752	− 1	—	−85	−28	638
February p	783	− 1	—	−85	−17	680
March p	847	− 2	+ 5	−90	−13	747
1970 4th quarter p	799	− 2	+ 1	−84	−23	691
1971 1st quarter p	794	− 1	+ 2	−87	−19	688

p Provisional estimates.
† Components and totals are rounded independently.
§ These values are derived from the recorded values in Table 4 by the standard seasonal adjustment process (see Note (ie)).

UK TRADE. *continued*



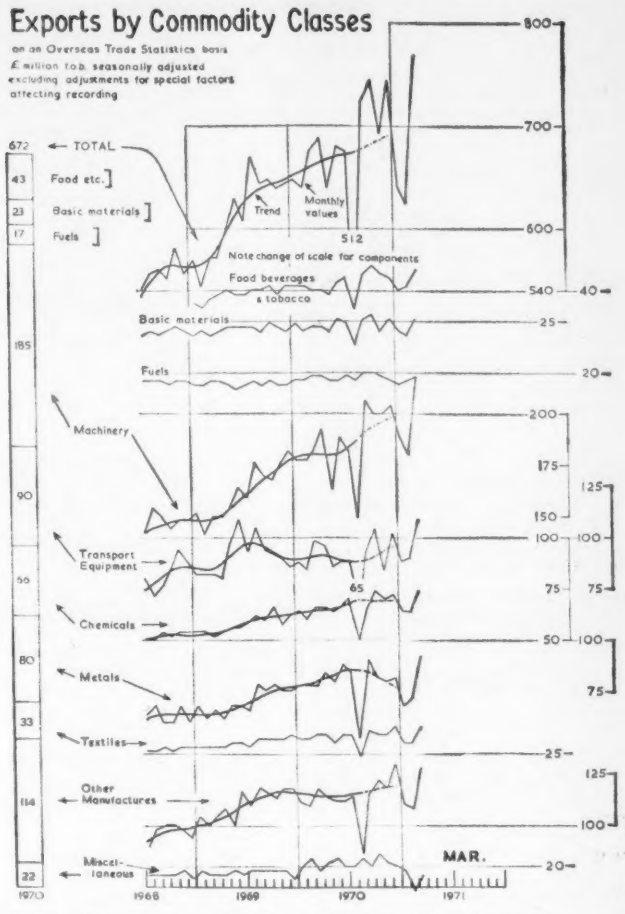


Table A. Exports: areas† (Overseas Trade Statistics basis)

Seasonally adjusted values — £ million fob per month

	1970				1971			1970	1971
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	4th qtr.	1st qtr.
STERLING AREA	178	186	171	208	185	186	227	208	199
Australia	29	29	23	35	23	26	32	35	27
New Zealand	10	11	10	13	12	10	12	13	11
Republic of South Africa	26	28	28	30	29	30	39	30	33
Irish Republic	30	32	32	33	30	32	40	33	34
WESTERN EUROPE	265	276	272	296	268	249	311	296	276
EEC	139	146	146	156	141	130	162	156	145
EFTA	103	107	103	115	100	99	125	115	108
Other	23	22	21	26	25	20	24	26	23
NORTH AMERICA	106	98	100	108	100	95	119	108	105
USA and Dependencies	82	76	74	84	77	74	92	84	81
Canada	24	22	26	24	23	20	27	24	24
LATIN AMERICA	22	24	22	26	23	21	25	26	23
SOVIET UNION AND EASTERN EUROPE	23	22	20	22	16	20	22	22	20
REST OF WORLD	63	61	53	65	52	53	63	65	56
TOTAL	655	669	638	726	640	626	769	726	678

† No adjustment has been made in this table for special factors affecting the recording of exports.

Table B. Exports: commodity classes† (Overseas Statistics basis)

Seasonally adjusted values — £ million fob per month

	1970				1971			1970	1971
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	4th qtr.	1st qtr.
FOOD, BEVERAGES AND TOBACCO	41	41	41	48	40	42	51	48	44
BASIC MATERIALS	22	23	21	25	19	19	25	25	21
FUELS	17	16	18	18	14	16	18	18	16
MANUFACTURES	559	567	536	608	549	544	660	608	584
Non-electric machinery	133	134	132	148	139	134	159	148	144
Electric machinery	47	47	46	53	48	46	60	53	51
Road motor vehicles	69	67	65	77	67	70	86	77	75
Other transport	22	23	17	21	21	19	23	21	21
Chemicals	63	65	62	72	64	64	73	72	67
Metals and miscellaneous metal manufactures	78	84	76	82	69	73	91	82	78
Textiles	33	33	31	35	30	30	37	35	32
Other	113	113	105	123	111	108	127	123	115
Clothing and footwear	13	13	13	13	12	12	15	13	13
Instruments	16	17	17	19	17	18	20	19	19
MISCELLANEOUS	20	22	21	23	19	8	17	23	15
TOTAL	655	669	638	726	640	626	769	726	678

† No adjustment has been made in this table for special factors affecting the recording of exports.

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Table 4.

Recorded values: (Overseas Trade Statistics basis) £ million per month

	Exports f.o.b.‡	Imports cif	
		Total	Excl. US military aircraft, etc
1969 1st quarter	555·5	687·2	670·9
2nd quarter	618·8	706·0	684·1
3rd quarter	611·3	676·7	661·2
4th quarter	660·8	701·7	694·1
1970 1st quarter	649·5	715·4	713·5
2nd quarter	688·0	785·0	781·8
3rd quarter	608·5	719·3	718·8
4th quarter	741·6	797·4	795·3
1971 1st quarter	673·4	811·3	809·9
January	633·4	767·0	765·8
February	595·5	736·1	735·3
March	790·9	935·0	932·8

‡ No adjustment has been made in this table for special factors affecting the recording of exports.

Table 5. Changes in value, volume and unit values of exports and imports

Seasonally adjusted except Unit Values monthly averages

	Exports f.o.b.			Imports c.i.f. excluding US military aircraft, etc.			Terms of trade†
	Value	Volume Index	Unit Value Index	Value	Volume Index	Unit Value Index	
	£m.	1961 = 100		£m.	1961 = 100		1961=100
1967							
3rd qtr.	430	*118*	*115*	522	*129*	*108*	*106*
October			*116*			*110*	*105*
4th qtr.	396	*106*	*116*	566	*136*	*113*	*103*
1968							
1st qtr.	519	*134*	*121*	637	*144*	*120*	*101*
2nd qtr.	510	*130*	*123*	635	*141*	*121*	*102*
3rd qtr.	552	*138*	*125*	657	*145*	*122*	*103*
4th qtr.	563	*140*	*126*	654	*143*	*123*	*103*
1969							
1st qtr.	562	*139*	*128*	657	*143*	*124*	*103*
2nd qtr.	600	*148*	*128*	677	*146*	*125*	*102*
3rd qtr.	640	*157*	*128*	680	*145*	*127*	*101*
4th qtr.	645	*157*	*129*	695	*148*	*129*	*100*
1970							
1st qtr.	655	*155*	*131*	714	*150*	*131*	*100*
2nd qtr.	669	*155*	*134*	759	*158*	*132*	*101*
3rd qtr.	638	*145*	*136*	740	*153*	*132*	*103*
4th qtr.	726	*162*	*139*	797	*164*	*132*	*105*
1971							
1st qtr.	678	*149* p	*143* p	792	*163* p	*133* p	*108* p
% increase Oct. 1967-1st qtr. 1971			*24*			*21*	*3*

† Export Unit Value Index as percentage of the Import Unit Value Index.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centre of world trade are at the service of the United Kingdom exporter. A full list of addresses is given in the pink paper supplement of April 7 issue.

Table 6. Exports by areas and countries (Overseas Trade Statistics basis)

quarters or quarterly averages
seasonally adjusted figures are in brackets
percentage increase on a year earlier in italics £ million fob

	Jan.-Sept. 1970‡		4th quarter 1970‡		1st quarter 1971‡	
STERLING AREA						
Developed countries						
Australia	80·9 [81]	*2*	103·4 [104]	*22*	80·2 [82]	*– 6*
New Zealand	30·4 [30]	*2*	38·9 [39]	*17*	33·1 [34]	*17*
Irish Republic	92·0 [94]	*13*	105·3 [100]	*12*	101·8 [102]	*15*
Iceland	2·2	*52*	2·8	*51*	2·1	*19*
Republic of South Africa	80·2 [81]	*13*	92·3 [91]	*17*	101·8 [99]	*30*
South West Africa	0·5	*23*	0·4	*– 7*	0·6	*–33*
Developing Countries						
Cyprus	6·3	*7*	7·2	*–19*	6·5	*5*
Jamaica	8·9	*9*	11·4	*1*	8·4	*– 4*
Trinidad	6·6	*12*	8·4	*7*	7·5	*8*
India	16·4	*– 3*	23·7	*45*	27·9	*91*
Pakistan	12·2	*– 5*	12·8	*–17*	14·3	*20*
Ceylon	4·6	*–39*	4·6	*–28*	3·1	*–43*
Malaysia	14·2	*25*	17·8	*31*	16·3	*19*
Singapore	14·5	*23*	19·2	*23*	16·4	*11*
Hong Kong	23·8	*12*	28·1	*12*	24·3	—
Sierra Leone	2·9	*–14*	*4·0*	*3*	3·0	*– 7*
Ghana	9·5	*8*	9·9	*–10*	12·7	*34*
Nigeria	25·6	*33*	37·5	*72*	36·1	*43*
Zambia	8·9	*1*	11·1	*25*	11·3	*46*
Tanzania	*5·0*	*13*	4·7	*– 8*	5·3	*3*
Kenya	13·4	*7*	12·7	*– 1*	16·1	*2*
Mauritius	1·4	*15*	1·7	*29*	1·4	*10*
Bahrain, Kuwait, Qatar and Trucial States	21·7	—	27·4	*15*	20·5	*– 4*
Libya	6·2	*–45*	5·7	*–40*	5·2	*–23*
Other countries	38·7	—	46·9	*7*	42·1	*4*
TOTAL STERLING AREA	526·9 [535]	*6*	637·0 [625]	*15*	598·2 [598]	*14*

‡ From the beginning of 1970 items at less than £50 have not been allocated to specific countries and areas.

(Continued on next page)

WORLD-WIDE SALES FOR TWO-SEATER HOVERCRAFT

The Hoverhawk, a versatile 2-seat hovercraft, is the latest design to emerge from Hover-air Ltd., Peterborough. Most production goes for export with overseas sales now running at 95 per cent of output The main markets are the areas of North America and Asia where normal methods of transportation cannot be operated. Recently, however, a greater proportion have been sold in Europe where a rapid sales expansion programme has been initiated.

UK TRADE, *continued*

Table 6 – *continued*

Exports by areas and countries (Overseas Trade Statistics basis)
quarters or quarterly averages
seasonally adjusted figures are in brackets
percentage increase on a year earlier in italics £ million fob

	Jan.-Sept. 1970‡		4th quarter 1970‡		1st quarter 1971‡	
NORTH AMERICA						
Canada	71·5 [72]	*–10*	73·6	—	65·2	*– 1*
United States and Dependencies	227·1 [232]	*2*	261·6 [252]	*8*	227·2 [244]	—
TOTAL NORTH AMERICA	298·6 [304]	*– 1*	335·2 [325]	*6*	292·4 [314]	—
WESTERN EUROPE						
Finland	31·5	*29*	34·3	*22*	31·1	*7*
Sweden	87·6 [89]	*19*	101·2 [100]	*26*	91·2 [92]	*7*
Norway (including Spitbergen)	42·3	*24*	47·0	*9*	39·2	*– 5*
Denmark, Faroe Islands and Greenland†	53·9	*11*	59·6	*13*	54·2	*– 6*
Switzerland and Liechtenstein	51·5	*13*	54·7	*15*	56·0	*11*
Portugal Azores and Madeira	22·1	*13*	22·4	*17*	23·8	*15*
Austria	21·5	*26*	26·1	*29*	24·4	*18*
EFTA (excluding Iceland)	310·5 [314]	*18*	345·3 [345]	*19*	319·9 [325]	*5*
Western Germany	121·1 [123]	*22*	139·7 [137]	*16*	120·5 [127]	*4*
Netherlands	90·9 [92]	*28*	105·0 [104]	*23*	89·0 [89]	*– 1*
Belgium and Luxembourg	73·2 [73]	*2*	74·8 [78]	*– 4*	82·3 [77]	*6*
France	82·0 [82]	*5*	93·1 [94]	*19*	85·7 [85]	*7*
Italy	58·5 [59]	*15*	64·1 [63]	*12*	56·4 [57]	—
EEC	425·7 [431]	*15*	476·7 [467]	*14*	433·9 [434]	*3*
Greece	13·9	*– 8*	15·5	*14*	15·0	*7*
Turkey	8·6	*– 5*	10·0	*27*	9·2	*– 5*
Yugoslavia	10·4	*33*	14·3	*71*	14·3	*83*
Spain, Canary Islands and Spanish Ports in North Africa	35·7	*8*	36·2	*– 1*	33·1	*–15*
Other	0·2	*–20*	0·1	*24*	0·4	*161*
TOTAL WESTERN EUROPE	805·0 [814]	*15*	898·2 [889]	*16*	825·8 [828]	*4*

† Prior to 1969, Faroe Islands figures were included with Other Western Europe Countries.

Table 6 – *continued*

Exports by areas and countries (Overseas Trade Statistics basis)
quarters or quarterly averages
seasonally adjusted figures are in brackets
percentage increase on a year earlier in italics £ million fob

	Jan.-Sept. 1970‡		4th quarter 1970‡		1st quarter 1971‡	
SOVIET UNION AND EASTERN EUROPE						
Soviet Union	25·2	*8*	26·6	*5*	18·0	*–35*
Poland	14·4	*11*	16·3	*– 2*	14·6	*– 6*
Eastern Germany	4·2	*36*	4·3	*23*	4·4	*22*
Hungary	4·9	*65*	4·2	*– 4*	5·7	*14*
Czechoslovakia	4·8	*14*	5·9	*6*	4·4	*–17*
Romania	7·7	*8*	5·9	*–22*	6·7	*–23*
Other countries	2·5	*108*	3·7	*141*	3·6	*94*
TOTAL SOVIET UNION AND EASTERN EUROPE	63·8 [65]	*16*	67·0 [65]	*3*	57·5 [59]	*–15*
LATIN AMERICA						
Cuba	4·9	*59*	5·9	*47*	4·6	*11*
Mexico	8·9	*28*	7·4	*–18*	6·5	*–27*
Colombia	3·1	*10*	3·7	*– 3*	2·8	*5*
Venezuela	8·1	*8*	9·3	*3*	6·8	*–12*
Peru	2·2	*–23*	3·3	*1*	2·9	*34*
Brazil	14·0	*29*	18·8	*66*	18·0	*33*
Chile	4·6	*8*	6·8	*40*	3·8	*–25*
Bolivia	0·5	*–22*	0·7	*2*	0·4	*–14*
Uruguay	1·4	*24*	2·2	*52*	2·3	*102*
Argentine Republic	10·8	*13*	11·6	*–37*	10·5	*– 9*
Other countries	8·6	*14*	12·2	*15*	9·2	*2*
TOTAL LATIN AMERICA	67·1 [69]	*17*	82·0 [78]	*7*	67·7 [70]	*2*
REST OF THE WORLD						
Netherlands Dependencies	2·6	*19*	3·5	*30*	2·4	*2*
Portuguese Dependencies	6·7	*16*	8·1	*26*	8·3	*39*
Iraq	5·8	*13*	6·3	*– 3*	4·6	*–28*
Iran	15·7	*–13*	19·3	*8*	14·3	*–23*
Israel	23·5	*–10*	25·6	*3*	22·8	*–13*
Egypt	4·4	*20*	5·6	*21*	2·9	*–25*
Saudi Arabia	8·5	*–44*	9·8	*–13*	9·0	*– 5*
Sudan	4·6	*–14*	4·4	*–25*	4·9	*–19*
Algeria	4·0	*71*	4·7	*76*	5·8	*3*
Morocco	3·2	*2*	3·1	*–13*	3·1	*15*
Congo (Kinshasa)	2·9	*– 2*	3·3	*27*	3·3	*55*
Thailand	7·3	—	10·2	*11*	8·2	*11*
China	11·6	*– 8*	9·7	*–42*	3·9	*–75*
Japan	36·3 [36]	*15*	39·0 [39]	*15*	35·5 [37]	*4*
Philippines	5·8	*–12*	7·7	*– 8*	5·4	—
Other countries	32·6	*12*	35·4	*– 2*	34·7	*–11*
TOTAL REST OF THE WORLD	175·5 [177]	*– 1*	195·8 [194]	*1*	169·3 [167]	*–11*
TOTAL NON-STERLING AREA	1,410·0 [1,429]	*9*	1,578·2 [1,551]	*11*	1,412·7 [1,438]	—
LOW VALUE ITEMS‡	9·2		9·5		9·3	
TOTAL ALL COUNTRIES	1,946·0 [1,962]	*9*	2,224·7 [2,178]	*12*	2,020·2 [2,035]	*4*

‡From the beginning of 1970 items valued at less than £50 have not been allocated to specific countries and areas.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (01-606 6699). The department has 20 local offices in various parts of the United Kingdom.

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Table 7
Exports: Machinery and transport equipment (Overseas Trade Statistics basis)
quarters or quarterly averages
seasonally adjusted figures are in brackets
percentage increase on a year earlier in italics £ million fob

	Jan.-Sept. 1970		4th quarter 1970		1st quarter 1971	
MACHINERY OTHER THAN ELECTRIC	395·1 [399]	*12*	457·2 [445]	*15*	430·4 [433]	*9*
Aircraft engines	27·2	*–22*	32·7	*1*	31·5	*24*
Internal combustion engines other than aircraft	38·1	*14*	45·3	*12*	40·1	*13*
Other power generating equipment	14·1	*30*	15·5	*8*	14·5	*– 6*
Tractors	29·6	*1*	30·9	*– 4*	29·7	*– 1*
Other agricultural machinery	10·8	*8*	8·5	*– 8*	10·3	*1*
Office machines	34·7	*29*	47·8	*44*	42·8	*26*
Metal working machinery	26·2	*27*	29·1	*16*	24·7	*– 7*
Textile leather machinery	36·2	*7*	37·6	*8*	37·3	*– 1*
Machines for special industries	53·0	*14*	61·5	*14*	56·4	*4*
Heating and cooling equipment	11·8	*5*	11·9	*8*	11·0	*– 7*
Pumps, centrifuges, etc.	20·3	*21*	25·0	*31*	21·8	*12*
Mechanical handling equipment	20·1	*30*	23·8	*7*	23·4	*12*
Other	73·0	*13*	87·6	*25*	87·0	*21*
ELECTRICAL MACHINERY	138·2 [140]	*20*	164·5 [158]	*20*	152·3 [154]	*10*
Electric power machinery	17·5	*10*	21·8	*26*	20·6	*22*
Switchgear	12·8	*18*	16·6	*39*	16·7	28
Electric distribution equipment	12·0	*27*	16·0	*6*	13·9	9
Televisions, radios	2·5	*6*	3·4	*11*	3·0	*21*
Other telecommunications equipment	30·3	*18*	36·6	*27*	35·8	*16*
Domestic electric equipment	10·8	*3*	13·3	*9*	11·3	*6*
Other electrical machinery	52·2	*28*	56·9	*16*	51·0	*– 1*
TRANSPORT EQUIPMENT	265·5	*– 4*	283·3	*8*	297·1	*8*
Road motor vehicles	206·1 [201]	*2*	216·3 [231]	*13*	236·6 [224]	*11*
Cars and chassis	83·0	*– 9*	81·6	*15*	91·6	*8*
Commercial vehicles and chassis	48·3	*14*	49·6	*17*	58·1	*16*
Aircraft and parts	31·5	*–29*	38·8	*–17*	33·5	*– 7*
Ships and boats	15·2	*–15*	15·8	*17*	14·0	*5*
MACHINERY AND TRANSPORT EQUIPMENT	798·7 [804]	*7*	905·0 [889]	*13*	879·8 [871]	*9*

Table 8
Exports: Other manufactures (Overseas Trade Statistics basis)
quarters or quarterly averages
seasonally adjusted figures are in brackets
percentage increase on a year earlier in italics £ million fob

	Jan.-Sept. 1970		4th quarter 1970		1st quarter 1971	
CHEMICALS	191·0 [190]	*13*	213·0 [216]	*15*	196·2 [201]	*6*
Chemical elements and compounds	50·4	*21*	59·1	*31*	51·5	*10*
Dyeing, tanning and colouring materials	19·8	*7*	22·0	*5*	20·0	*6*
Medicinal and pharmaceutical products	33·9	*16*	38·1	*22*	36·0	*9*
Essential oils, toilet, polishing and cleansing preparations	16·2	*8*	18·3	*5*	16·6	*9*
Fertilizers	1·2	*– 3*	1·1	*–29*	1·4	*–15*
Plastic materials	35·2	*12*	38·2	*9*	35·1	*2*
MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIAL	487·4 [487]	*7*	527·6 [529]	*5*	494·0 [487]	—
Leather, leather manufactures, etc.	12·3	*– 3*	13·8	*6*	12·6	*3*
Rubber manufactures	22·6	*28*	24·9	*24*	21·8	*– 2*
Wood and cork manufactures, etc.	2·7	*44*	3·2	*50*	2·8	*10*
Paper	21·5	*14*	24·9	*9*	22·4	*5*
Textile manufactures	95·7 [97]	*10*	109·6 [106]	*10*	94·7 [97]	*– 2*
Wool yarn and woven fabrics	23·2	—	23·8	*– 3*	18·4	*–19*
Cotton yarns and woven fabrics	9·3	*– 8*	9·9	*1*	8·5	*–12*
Man-made fibre yarns and woven fabrics	26·2	*22*	31·0	*21*	27·5	*1*
Miscellaneous textile manufactures	37·1	*15*	44·9	*14*	40·2	*9*
Non-metallic mineral manufactures, n.e.s.	96·9	*–17*	99·7	*– 5*	109·7	*– 1*
Pottery and glass	17·0	*10*	20·0	*9*	18·3	*6*
Pearls, diamonds and precious stones	66·2	*–25*	62·8	*–14*	77·0	*– 5*
Iron and steel	85·3	*29*	92·1	*3*	83·3	—
Non-ferrous metals	88·4	*5*	85·5	*– 5*	77·0	*–13*
Miscellaneous metal manufactures	62·2	*20*	73·8	*23*	69·8	*17*
MISCELLANEOUS MANUFACTURED ARTICLES	175·3 [179]	*12*	204·8 [195]	*8*	175·9 [186]	*3*
Clothing and footwear	37·6 [40]	*15*	45·7 [40]	*4*	33·8 [39]	*– 2*
Scientific instruments	50·2 [50]	*9*	58·1 [58]	*15*	55·3 [56]	*14*
Printed matter	21·5	*14*	25·3	*1*	21·7	*1*

(*Continued on next page*)

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1970, but any later changes known to have come into operation are shown. £2 (*by post* £2.07½)

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UK TRADE, *continued*

Table 9

Exports: Other exports (Overseas Trade Statistics basis)
quarters or quarterly averages
seasonally adjusted figures are in brackets
percentage increase on a year earlier in italics £ million fob

	Jan.-Sept. 1970		4th quarter 1970		1st quarter 1971	
FOOD AND LIVE ANIMALS	57·1 [59]	*12*	78·0 [72]	*18*	60·6 [62]	*8*
Live animals	7·2	*15*	10·9	*9*	5·3	*–24*
Cereals and cereal preparations	6·8	*4*	13·4	*89*	9·2	*52*
Sugar and sugar preparations	7·3	*8*	8·8	*9*	7·3	*13*
BEVERAGES AND TOBACCO	59·9 [64]	*11*	85·2 [72]	*18*	56·7 [70]	*9*
Whisky	43·3	*14*	64·1	*20*	40·3	*8*
Tobacco and tobacco manufactures	9·3	*6*	12·2	*25*	9·8	*14*
CRUDE MATERIALS AND ANIMAL AND VEGETABLE OILS AND FATS	66·0 [66]	*7*	74·7 [74]	*15*	64·2 [64]	*– 4*
Wool tops	5·5	*–21*	3·8	*–33*	4·0	*–27*
Other textile fibres	19·0	*2*	18·9	*– 1*	16·4	*–17*
MINERAL FUELS, LUBRICANTS AND RELATED MATERIALS	49·9 [51]	*16*	57·2 [55]	*30*	50·1 [47]	*– 5*
Coal, coke and briquettes	7·5	*27*	6·5	*–11*	5·7	*–25*
Petroleum products	38·7	*16*	46·2	*37*	40·0	*– 5*

Table 10. Imports: Food, beverages and tobacco (Overseas Trade Statistics basis)
quarters or quarterly averages
seasonally adjusted figures are in brackets
percentage increase on a year earlier in italics £ million cif

	Jan.-Sept. 1970		4th quarter 1970		1st quarter 1971	
FOOD AND LIVE ANIMALS	461·9 [461]	*5*	476·8 [481]	*12*	514·1 [485]	*9*
Live animals	14·3	*2*	13·5	*14*	17·0	*23*
Meat and meat preparations	110·5 [108]	*2*	106·7 [115]	*1*	105·1 [103]	*– 9*
Beef and veal	23·5	*– 6*	23·3	*–4*	23·2	*– 7*
Th. tons	65	*–26*	66	*–13*	63	*–16*
Mutton and lamb	22·7	*– 5*	17·7	*–10*	28·6	*– 4*
Th. tons	86	*–10*	68	*– 9*	108	*– 4*
Bacon	33·7	*– 7*	34·3	*3*	26·3	*–21*
Th. tons	95	*– 2*	94	*– 3*	80	*–14*
Dairy products and eggs	43·9 [46]	*1*	53·9 [46]	*3*	68·9 [57]	*–15*
Butter	29·6	—	37·6	*– 2*	47·8	*11*
Th. tons	96	*– 2*	114	*–10*	142	—
Fish and fish preparations	17·0	*11*	23·1	*– 3*	19·9	*19*
Raw sugars	24·2	*– 4*	22·4	*– 8*	29·5	*18*
Th. tons	467	*–12*	410	*–13*	547	*13*
Cocoa beans	7·8	*–23*	4·5	*90*	7·1	*2*
Th. tons	22	*–30*	15	*149*	24	*25*
Tea and mate	23·7	*13*	34·7	*73*	25·8	*8*
Th. tons	57	*5*	79	*71*	63	*11*
Cereals and feeding stuff for animals	88·3 [88]	*6*	104·8 [105]	*27*	98·1 [95]	*16*
Fruit and vegetables	99·1 [95]	*7*	82·6 [95]	*7*	105·9 [100]	*10*
BEVERAGES AND TOBACCO	40·6 [46]	*3*	67·5 [51]	*4*	43·5 [59]	*36*
Beverages	17·4	*9*	27·0	*27*	17·4	*47*
Tobacco and tobacco manufactures	23·3 [28]	*– 1*	40·5 [26]	*– 7*	26·1 [39]	*30*

COMMODITY PATTERN OF IMPORTS

The commodity analysis of imports is shown in Table C and in Tables 10 to 13. The relative importance of and recent trends in the broad commodity classes are illustrated by the seasonally adjusted figures in Table C and the adjacent chart, and a more detailed breakdown by value and quantity within each main class is provided, mainly on an unadjusted basis, in the other tables.

Owing to the distortions in the arrival of imports in the third and last quarters of 1970 due to the July dock strike, the main comparisons in the following account is between the average levels of imports in the second half of 1970 as a whole and the first quarter of 1971.

Food, beverages and tobacco

Imports of food, beverages and tobacco (Table 10) continued to rise moderately in the early months of this year. In the first quarter they averaged £181 million a month, some £8 million a month (4 per cent) more than in the second half of 1970. The growth was mainly in a higher volume of arrivals and to a smaller extent in increased prices. Within the total for the class, the rise in value was approximately equally divided between imports of food and live animals and imports of beverages and tobacco. They both increased by £4 million a month, but the rate of growth was much higher in the latter group which accounts for only about one ninth of the £181 million total for the group as a whole.

Imports of food and live animals were some 3 per cent more in the first quarter of this year than in the second half of last year; they rose to £162 million a month.

Increases in imports of dairy produce and eggs and of fruit and vegetables were only partly offset by the decline in imports of meat and cereals.

Total imports of dairy produce and eggs rose by over a quarter in value compared with the average for the second half of 1970. The high figure for these imports in the first quarter of this year was again associated with the ending of the butter quota year at the end of March. Butter imports have been particularly high so far this year partly because some quotas were re-allocated in November and January to allow additional imports from near suppliers to ease a temporary tight supply situation.

Fruit and vegetable imports in the first quarter increased by some 10 per cent from their level in the second half of last year to an average of £33 million a month. Imports of tomatoes in particular have risen sharply over the past 12 months, being over a third higher by value than in the first quarter of 1970. There was no overall change in the remaining food imports which include fish, tea, sugar, coffee and cocoa amongst other commodities.

Meat imports were £34 million a month in the first quarter of this year against £37 million a month in the second half of last, a reduction of about 8 per cent. Lower prices contributed largely to the decline in imports – bacon and ham prices especially were much reduced, but there was also a reduction in quantities imported.

Imports of cereals and feeding stuffs have fallen back from the exceptionally high levels reached in the second half of last year. At £32 million a month in the first quarter of this year they were about £1 million a month less than the average for the second half of 1970 with imports of barley returning to a more normal level.

Imports of beverages were moderately higher in the first quarter of this year than in the second half of 1970. The ending in early December of the import deposit scheme which covered these goods may have had some bearing on the higher arrivals this year. At £8 million a month, there was an increase of around 6 per cent between the two periods.

Tobacco imports were up by nearly a half in value in the first quarter. After being high at the beginning of last year, they had eased back to just under £9 million a month for the rest of the year. The pattern of arrivals of tobacco has varied considerably in the past few years as alternative sources of supply have been tapped to replace supplies from Rhodesia, but no set seasonal pattern has yet been established for arrivals from these alternative sources. Thus, little significance can be placed on the increase shown in the most recent figures.

Industrial materials

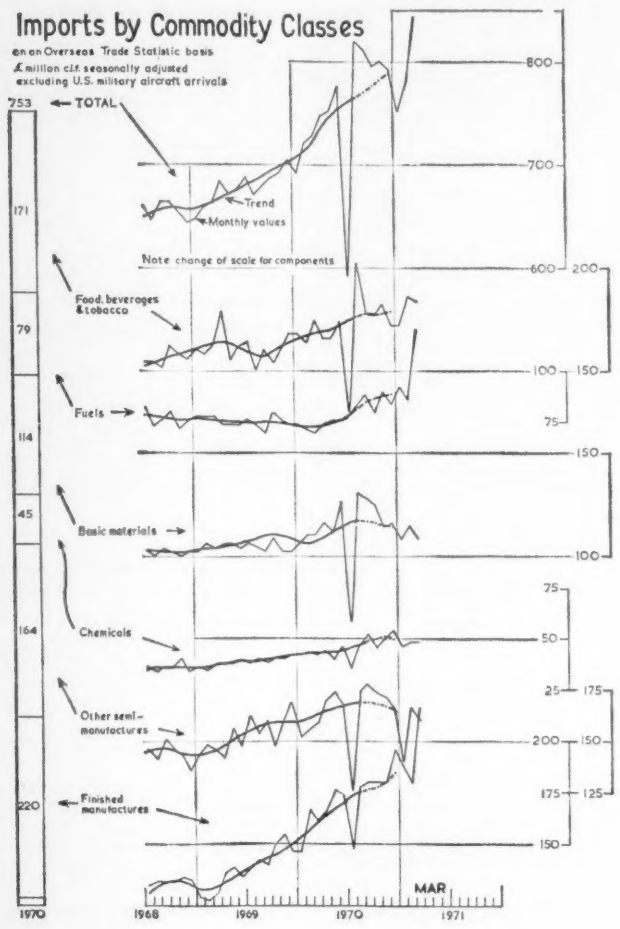
Figures for imports of industrial materials are given in Table C and Table 11. These imports fell back in the first quarter of this

year continuing the fall which commenced in the second half of last year. At £312 million a month, they were 4 per cent (£14 million a month), below the average for the second half of 1970. Lower import prices, especially of some non-ferrous metals, accounted for the greater part of the reduction, but there was also a slight decline in volume. Imports of semi-manufactures, which now account for about two-thirds of the value of imports in this group, reflected the larger part of the overall reduction in industrial materials, although the value of imports of basic materials was also lower.

The value of imports of basic materials averaged £110 million a month in the first quarter of this year against £113 million in the second half of 1970, more or less equally divided between lower volume and lower prices (as measured by unit values). The average level of imports of raw materials in the quarter was lower by £4 million a month than in the second half of last year, but imports of animal oils and fats rose by £1 million a month. Imports of most crude materials declined, except for imports of timber, which increased about a fifth in value.

Imports of semi-manufactures at £202 million a month were 5 per cent less in value than the average for the second half of 1970.

This group consists of chemicals and other partly processed goods, and whilst the latter were much reduced, imports of chemicals increased a little. The ending of the import deposit scheme in early December may have disturbed the pattern of arrivals at the end of last year (already distorted with the after-effects of the July dock strike at United Kingdom ports), but it is not possible to isolate the effect of any single special factor bearing in mind also the postal strike. Chemical imports for the first quarter rose to £48 million a month, 1 per cent more than in the second half of 1970. There were falls in imports of some chemicals, e.g. chemical elements and some plastic materials, but rises in other commodities offset these falls. Imports of other semi-manufactures fell sharply from £165 million a month in the second half of last year to £154 million a month in the first three months of this year. The increases in the first quarter in most classes of goods within this group, including wood, paper, textiles and iron and steel were offset by the falls in imports of non-ferrous metals. Lower prices of some non-ferrous metals, especially copper, the import price of which was 17 per cent lower in the first quarter of this year than in the second half of last year, contributed largely to the sharp fall in the value of these goods imported in the first quarter.



Mineral fuels and lubricants

Tables C and 11 refer. The latter divides oil imports between crude petroleum and petroleum products and gives figures for imports of coal, etc. Imports of natural and manufactured gas, and electric energy make up the remainder of fuel imports (not shown in the table).

Fuel imports had grown particularly strongly in the second half of last year after easing back a little at the beginning of the year. They continued this strong growth in the first quarter of this year. In value, they rose to £100 million a month, which was 19 per cent (£16 million a month) more than the average for the second half of last year. About half the rise can be accounted for by higher prices which were some 10 per cent more in the first quarter than in the second half of last year, reflecting not only the effects of price agreements with oil producing countries, but also increased freight costs. The volume continued to rise as it had done at the end of 1970. As well as the increase in imports of oil, coal imports, though still relatively small in value showed a substantial rise of some £4 million a month in the quarter.

Finished manufactures

Tables C and 12 refer, the latter showing separate headings for imports of consumer goods and mainly capital goods.

The sharp rise in imports of finished manufactures in the first quarter contributed largely to the high figure for total imports in the quarter. Almost three-quarters of the total increase was in imports

(*Continued on next page*)

Table C. Imports: commodity classes (Overseas Trade Statistics basis)

Seasonally adjusted values — £ million cif per month

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1970 1st quarter	715	714	168	72	307	109	43	155	159	158	9
2nd quarter	762	759	169	75	332	119	43	170	175	172	9
3rd quarter	741	740	170	83	312	108	45	159	169	169	8
4th quarter	799	797	177	85	340	119	50	171	186	185	10
1971 January	752	751	173	93	294	107	47	140	190	189	5
February	783	783	187	86	329	114	49	166	181	180	3
March	847	845	184	120	317	109	49	159	219	217	14
1970 4th quarter	799	797	177	85	340	119	50	171	186	185	10
1971 1st quarter	794	792	181	100	312	110	48	154	197	195	7

UK TRADE, *continued*

of these goods. However, their value was inflated by the exceptional arrival of three Boeing 747s in March, which contributed £28 million to the figure for that month, and accounted for over half the increase in imports of finished manufactures in the quarter.

Table 11. Imports: Materials and fuels (Overseas Trade Statistics basis)

quarters or quarterly averages
seasonally adjusted figures are in brackets
percentage increase on a year earlier in italics £ million cif

	Jan.-Sept. 1970		4th quarter 1970		1st quarter 1971	
CRUDE MATERIALS	308·2	*5*	338·6	*14*	290·1	—
	[311]		[331]		[302]	
Oil seeds, oil nuts and oil kernels	9·8	*16*	12·4	*– 5*	8·8	*–15*
	[10]		[10]		[9]	
Wood, lumber and cork	54·6	*3*	74·9	*29*	49·8	*36*
	[56]		[71]		[74]	
Sawn softwood	42·8	*3*	61·3	*32*	39·0	*48*
Th. standards	389	*– 4*	553	*24*	341	*42*
Woodpulp	48·1	*19*	53·7	*23*	40·1	*– 9*
Th. tons	770	*4*	797	*4*	588	*–20*
Wool and other animal hair and tops	25·5	*–18*	16·1	*–35*	18·0	*–41*
	[25]		[19]		[16]	
Raw wool	22·1	*–17*	13·1	*–32*	15·9	*–42*
Th. tons	56	*–10*	35	*–22*	44	*–33*
Raw cotton	11·5	*– 2*	9·2	*14*	11·9	*5*
Th. ton	44	*2*	34	*10*	43	*2*
Metalliferous ores and scrap	85·0	*14*	91·7	*35*	84·8	*8*
Iron ore	25·1	*19*	30·8	*27*	29·2	*34*
Th. tons	4,734	*5*	5,668	*21*	4,998	*16*
Hides and skins	17·0	*–11*	19·1	*– 8*	18·4	*– 8*
Crude rubber	14·4	*– 3*	14·5	*–12*	14·7	*– 4*
ANIMAL AND VEGETABLE OILS AND FATS	25·5	*46*	24·0	*17*	28·1	*13*
	[25]		[25]		[28]	
CHEMICALS	133·0	*15*	143·9	*22*	147·6	*14*
	[131]		[151]		[144]	
MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIAL	489·2	*7*	499·0	*7*	466·9	*– 1*
	[485]		[513]		[463]	
Wood manufactures	26·7	*18*	28·5	*29*	28·5	*4*
Newsprint paper and board	57·7	*16*	58·1	*8*	62·2	*8*
Cotton yarns and fabrics	14·5	*–14*	18·2	*10*	20·8	*18*
Other textile manufactures	46·3	*8*	55·9	*30*	59·3	*27*
Pearls, diamonds and precious stones	80·3	*– 5*	83·2	*– 2*	63·6	*–18*
Iron and steel	55·8	*32*	55·0	*16*	56·6	*17*
Th. tons	678	*– 2*	638	*– 4*	594	*2*
Non-ferrous metals	155·4	*2*	142·6	*– 6*	117·0	*–23*
Silver bullion	8·0	*–68*	13·5	*–29*	6·8	*–30*
Copper	74·7	*7*	59·8	*–14*	45·0	*–32*
Th. tons	111	*– 8*	121	*17*	100	*8*
Aluminium	32·3	*22*	33·3	*23*	28·2	—
TOTAL INDUSTRIAL MATERIALS†	955·9	*8*	1005·6	*12*	932·7	*2*
	[951]		[1,020]		[937]	
MINERAL FUELS, LUBRICANTS AND RELATED MATERIALS	230·0	*1*	255·9	*14*	319·7	*42*
	[231]		[254]		[300]	
Crude petroleum and partly refined	174·3	*5*	189·2	*13*	222·4	*34*
Th. tons	25,163	*10*	26,050	*6*	27,282	*32*
Petroleum products	48·7	*– 9*	58·0	*14*	76·6	*47*
Th. tons	4,826	*– 2*	5,457	*9*	7,116	*34*
Coal, coke and briquettes	0·5		2·0		14·0	

† Crude materials, animal and vegetable oils and fats, chemicals and manufactured goods classified chiefly by material.

Compared with the second half of 1970, these imports (excluding arrivals of United States military aircraft which in any case are now small) were £19 million a month (11 per cent) higher, in the first quarter of this year reaching a level of £195 million a month. The rate of increase would be halved if the Boeing arrivals were regarded as exceptional and excluded from the quarter's figures for comparison purposes. The major part of the increase was clearly attributable to a higher volume of arrivals. Imports of those goods in Section 7 of the Overseas Trade Statistics (mostly capital goods except for a small amount defined as consumer goods) averaged £142 million a month (including the Boeing 747s, but excluding arrivals of United States military aircraft) £15 million a month more than in the second half of 1970. Imports of miscellaneous manufactures (Section 8 – which are mostly consumer goods) were £4 million a month (8 per cent) more. Half of this rise was in imports of clothing and footwear, but most other consumer goods increased in the quarter. Imports of instruments, which are allied with capital goods showed a moderate rise; most machinery imports also rose a little, and there was a considerable increase in imports of road motor vehicles. This amounted to £3 million a month, bringing the monthly average for the quarter to £19 million a month.

Table 12. Imports: Finished manufactures (Overseas Trade Statistics basis)

quarters or quarterly averages
seasonally adjusted figures are in brackets
percentage increase on a year earlier in italics £ million cif

	Jan.-Sept. 1970		4th quarter 1970		1st quarter 1971	
CONSUMER GOODS†	126·9	*14*	154·3	*33*	169·5	*45*
Cars and motor cycles	20·4	*46*	29·2	*87*	40·3	*133*
Other durable goods	33·1	*32*	45·7	*52*	39·9	*46*
Works of art	13·7	*1*	13·1	*–16*	13·7	*11*
Clothing and footwear	41·2	—	46·4	*26*	55·4	*28*
Other consumer goods	18·5	*3*	19·9	*9*	20·3	*25*
OTHER MAINLY CAPITAL GOODS	377·3	*9*	403·3	*15*	426·2	*23*
Machinery	264·1	*27*	297·8	*29*	288·7	*18*
Aircraft and aircraft engines	40·9	*–47*	28·7	*–31*	63·6	*113*
Ships and boats	9·3	*33*	3·7	*–79*	4·4	*–72*
Instruments	24·2	*22*	24·7	*19*	26·2	*16*
Other	38·9	*19*	48·5	*28*	43·2	*20*
TOTAL FINISHED MANUFACTURES‡	504·3	*10*	557·7	*20*	595·7	*28*
			§ [504]		[559]	[591]
			‖ [498]		[554]	[586]

† Goods covered by headings in the trade accounts believed to include mainly consumer goods.
‡ SITC (Revised) sections 7 and 8.
§ Including US military aircraft, etc.
‖ Excluding US military aircraft, etc.

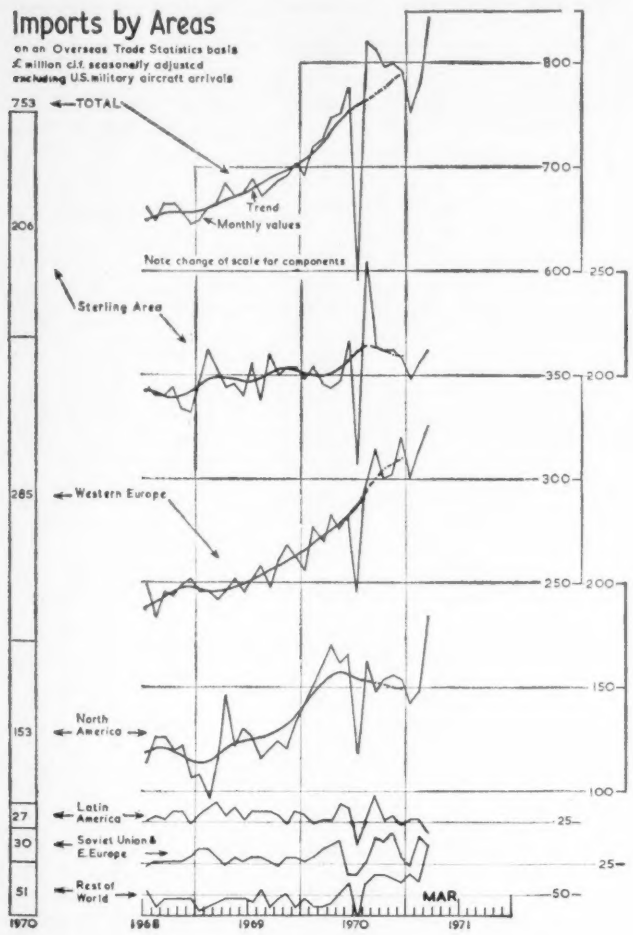
A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Department of Trade and Industry **Statistics and Market Intelligence Library** *at Export House, 50 Ludgate Hill, London, EC4M 7HU. This is a modern well-equipped library of over* 85,000 *volumes. It has a reading room for visitors, and provides a document-copying service. There are trade directories covering* 150 *countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 *to* 5.30, *Mondays to Fridays* (**Tel.** 01-248 5757, *Ext.* 368 *or Telex No.* 886143).

SOURCES OF IMPORTS

Seasonally adjusted figures for imports from the major areas are given in Table D and figures from the Overseas Trade Statistics for individual countries (not seasonally adjusted) are in Table 13. The market pattern of imports is, of course, affected by the variations in the commodities imported. With the proportion of manufactures (both semi and finished), in our imports continuing to grow, Western Europe and North America have continued to provide a large share of the United Kingdom's imports of manufactures and to have an increasing share of our total imports. Comparing the first quarter of this year with the second half of 1970, there were in addition to the sharp increases in imports from these two areas, higher imports from all the other main areas, except from the sterling area and Latin America.



North America

Imports from North America (excluding United States military aircraft) reached £158 million a month in the first quarter. The arrival of three Boeing 747s valued at £28 million occurred in March, and this contributed largely to the increase in imports from North America. This increase was confined to the United States;

Table 13. Imports by areas and countries (Overseas Trade Statistics basis)
quarters or quarterly averages
seasonally adjusted figures are in brackets
percentage increase on a year earlier in italics £ million cif

	Jan.-Sept. 1970‡		4th quarter 1970‡		1st quarter 1971‡	
STERLING AREA						
Developed Countries						
Australia	65·5	*11*	63·6	*9*	74·6	*– 2*
	[64]		[67]		[69]	
New Zealand	53·8	*– 3*	42·1	*–13*	74·0	*4*
	[52]		[49]		[53]	
Irish Republic	82·7	*15*	93·2	*17*	99·7	*24*
	[84]		[91]		[101]	
Iceland	2·1	*78*	2·7	*–17*	2·1	*– 1*
Republic of South Africa	67·3	*–13*	56·3	*–21*	47·3	*–30*
	[66]		[62]		[46]	
South West Africa	7.0	*4*	5·1	*–19*	2·0	*–53*
Developing Countries						
Cyprus	5·6	*6*	3·6	*16*	4·7	*55*
Jamaica	7·7	*2*	4·4	*25*	10·5	*37*
Trinidad	5·3	*–14*	3·4	*16*	6·4	*15*
India	23·6	*–13*	35·1	*37*	30·1	*13*
	[25]		[31]		[29]	
Pakistan	8·3	*–15*	10·4	*– 1*	9·5	*– 5*
Ceylon	9·9	*12*	6·8	*5*	7·4	*6*
Malaysia	11·6	*47*	11·7	*19*	10·6	*– 4*
Singapore	8·1	*9*	9·3	*12*	9·8	*31*
Hong Kong	31·4	*– 2*	34·2	*18*	38·3	*17*
Sierra Leone	8·7	*– 4*	5·4	*–39*	2·6	*–73*
Ghana	10·3	*–14*	8·1	*11*	10·4	*12*
Nigeria	30·9	*12*	31·2	*41*	30·5	*22*
Zambia	26·3	*1*	22·6	*–19*	13·4	*–42*
Tanzania	6·2	*5*	5·5	*–15*	5·7	*–18*
Kenya	6·5	*– 4*	7·5	*39*	7·4	*30*
Mauritius	4·6	*16*	8·6	*–10*	5·0	*–13*
Bahrain, Kuwait, Qatar and Trucial States	57·0	*– 4*	58·7	*16*	72·4	*57*
Libya	41·5	*13*	42·4	*4*	44·3	*11*
Other Countries	34·4	*4*	39·1	*–11*	34·0	*7*
TOTAL STERLING AREA	616·2	*2*	611·2	*4*	652·4	*6*
	[611]		[632]		[618]	

‡From the beginning of 1970 items valued at less than £50 not been allocated to specific countries and areas.

(*Continued on next page*)

Table D. Imports: areas (Overseas Trade Statistics basis)

Seasonally adjusted values £ million cif per month

	Total	Total excluding US military aircraft etc.	Sterling Area				Western Europe			North America					Latin America	Soviet Union and Eastern Europe	Rest of World
												USA and Deps.					
			Total	Australia	New Zealand	India	Total	EEC	EFTA	Total	Excluding US military aircraft etc.	Total	Excluding US military aircraft etc.	Canada			
1970 1st quarter	715	714	199	25	18	9	268	142	110	152	150	94	92	56	26	29	45
2nd quarter	762	759	203	20	16	8	280	149	116	169	166	108	105	59	21	30	51
3rd quarter	741	740	208	20	17	8	285	155	116	143	143	91	91	53	26	28	51
4th quarter	799	797	211	22	16	10	307	163	130	156	154	100	98	60	26	35	58
1971 January	752	751	199	24	17	9	300	166	119	143	142	95	94	44	26	24	60
February	783	783	207	24	17	10	315	166	133	149	148	96	95	50	26	39	56
March	847	845	212	21	19	10	326	176	132	186	184	130	128	53	21	33	73
1970 4th quarter	799	797	211	22	16	10	307	163	130	156	154	100	98	60	26	35	58
1971 1st quarter	794	792	206	23	18	10	314	169	128	159	158	107	106	49	24	31	63

UK TRADE, *continued*

imports from Canada were well down, but this only partly offset the large rise from the former country. Compared with the average for the second half of 1970 imports from North America in the first quarter were 6 per cent, £10 million a month more. Imports from the United States at £107 million a month were 12 per cent higher, while imports from Canada at £49 million a month were some 13 per cent lower. Higher tobacco imports also contributed to the rise from the United States. Canada supplies nearly a quarter of our copper imports so that the fall in copper prices, together with the return to more normal working in the Canadian nickel mines largely account for the lower value of arrivals from Canada.

Western Europe

Imports from Western Europe were £314 million a month in the first quarter of this year as against an average of £296 million a month in the second half of last year. Imports from both the EFTA and Common Market countries grew strongly, as did imports from the remaining countries of Western Europe. Those from the EEC reached £169 million a month, 7 per cent (£11 million a month) more than the second half of 1970, while those from the EFTA countries averaged £128 million a month, a rise of some 4 per cent. Most countries contributed to the rise in imports from Western Europe, though imports from Denmark were a little lower.

Table 13 *continued.* **Imports by areas and countries (Overseas Trade Statistics basis)**

quarters or quarterly averages
easonally adjusted figures are in brackets
percentage increase on a year earlier in italics £ million cif

	Jan.-Sept. 1970‡		4th quarter 1970‡		1st quarter 1971‡	
NORTH AMERICA						
Canada	168·0	*29*	178·8	*55*	138·7	*–11*
	[169]		[179]		[148]	
United States and Dependencies	289·1	*4*	306·6	*2*	321·2	*18*
(§)	[293]		[299]		[321]	
(‖)	[27]		[293]		[317]	
TOTAL NORTH AMERICA	457·1	*12*	485·3	*16*	459·9	*7*
(§)	[464]		[469]		[478]	
(‖)	[459]		[463]		[474]	
WESTERN EUROPE						
Finland	47·1	*12*	53·8	*12*	48·8	*14*
Sweden	87·5	*6*	108·7	*28*	100·0	*27*
Norway (including Spitzbergen)	48·6	*10*	52·7	*12*	53·9	*12*
Denmark, Faroe Islands and Greenland†	67·2	*11*	74·9	*16*	62·8	*– 1*
Switzerland and Liechtenstein	48·8	*15*	52·5	*10*	59·7	*28*
Portugal, Azores and Madeira	20·4	*11*	25·1	*16*	26·7	*25*
Austria	18·5	*17*	24·0	*44*	25·6	*47*
EFTA (excluding Iceland)	338·1	*10*	391·7	*19*	377·4	*18*
	[342]		[390]		[385]	
Western Germany	132·6	*20*	151·3	*13*	156·8	*27*
Netherlands	110·8	*7*	126·8	*29*	129·0	*16*
Belgium and Luxembourg	47·1	*4*	55·5	*9*	57·7	*19*
France	91·8	*16*	92·9	*6*	109·6	*19*
Italy	60·5	*4*	67·7	*41*	75·4	*35*
EEC	442·7	*12*	494·1	*18*	528·5	*22*
	[446]		[488]		[508]	
Greece	5·0	*37*	4·5	*–20*	3·8	*–16*
Turkey	3·6	*– 6*	4·7	*15*	4·9	*38*
Yugoslavia	5·7	*–12*	4·6	*–14*	4·1	*–15*
Spain, Canary Islands and Spanish Ports in North Africa	29·1	*8*	39·3	*21*	44·6	*25*
Other	0·0	—	0·1	—	0·0	—
TOTAL WESTERN EUROPE	824·2	*11*	938·9	*18*	963·4	*21*
	[833]		[921]		[941]	

† Prior to 1969, Faroe Islands figures were included with Other Western Europe Countries.
(§) Including United States military aircraft, etc.
(‖) Excluding United States military aircraft, etc.

Table 13 *continued.* **Imports by areas and countries (Overseas Trade Statistics basis)**

quarters or quarterly averages
seasonally adjusted figures are in brackets
percentage increase on a year earlier in italics £ million cif

	Jan.-Sept. 1970‡		4th quarter 1970‡		1st quarter 1971‡	
SOVIET UNION AND EASTERN EUROPE						
Soviet Union	49·5	*3*	71·7	*38*	41·6	*17*
Poland	15·4	*5*	16·9	*28*	15·1	*2*
Eastern Germany	3·8	*7*	4·5	*19*	5·0	*43*
Hungary	2·8	*17*	2·3	—	2·2	*–17*
Czechoslovakia	5·5	*– 2*	6·3	*34*	6·7	*33*
Romania	5·8	*–11*	5·8	*8*	4·8	*–27*
Other countries	1·7	*– 2*	3·1	*53*	2·7	*11*
TOTAL SOVIET UNION AND EASTERN EUROPE	84·5	*2*	110·6	*33*	78·1	*10*
	[87]		[105]		[93]	
LATIN AMERICA						
Cuba	1·4	*– 2*	1·6	*29*	1·7	*–12*
Mexico	1·6	*–56*	1·4	*–58*	1·7	*21*
Colombia	2·6	*25*	1·2	*– 4*	0·8	*–48*
Venezuela	12·7	*–14*	12·8	*2*	15·3	*3*
Peru	3·8	—	3·9	*50*	2·1	*–45*
Brazil	16·4	*19*	13·5	*44*	18·9	*37*
Chile	16·9	*– 1*	14·2	*–33*	10·9	*–22*
Bolivia	7·3	*–13*	6·4	*–29*	6·6	*–25*
Uruguay	2·4	*–43*	1·5	*87*	2·1	*–26*
Argentine Republic	17·7	*–17*	12·4	*–14*	10·4	*–24*
Other countries	2·2	*– 3*	1·9	*4*	1·9	*– 9*
TOTAL LATIN AMERICA	85·1	*– 8*	70·7	*– 8*	72·5	*– 8*
	[83]		[78]		[73]	
REST OF THE WORLD						
Netherlands Dependencies	3·6	*– 2*	3·0	*31*	3·9	*26*
Portuguese Dependencies	4·2	*121*	2·2	*9*	2·8	*11*
Iraq	3·5	*–58*	8·1	*41*	12·4	*192*
Iran	18·8	*– 1*	19·7	*22*	30·2	*41*
Israel	12·2	*16*	8·4	*10*	19·3	*22*
Egypt	2·6	*– 1*	3·1	*114*	3·8	*227*
Saudi Arabia	24·4	*24*	31·0	*18*	35·7	*39*
Sudan	2·0	*9*	1·5	*–12*	2·2	*–29*
Algeria	4·9	*–14*	6·3	*30*	6·4	*41*
Morocco	3·9	*4*	4·7	*3*	4·3	*–11*
Congo (Kinshasa)	4·8	*– 7*	4·4	*–36*	3·9	*–24*
Thailand	1·4	*–15*	1·4	*63*	1·5	*35*
China	8·3	*–13*	8·5	*– 6*	7·8	*–13*
Japan	31·2	*28*	40·9	*29*	45·9	*72*
Philippines	1·4	*43*	3·2	*137*	1·4	*26*
Other countries	20·6	*2*	24·2	*34*	21·6	*11*
TOTAL REST OF THE WORLD	147·9	*6*	170·6	*21*	203·1	*36*
	[147]		[174]		[189]	
TOTAL NON-STERLING AREA	1,598·8	*9*	1,776·2	*17*	1,777·0	*16*
(§)	[1,614]		[1,747]		[1,774]	
(‖)	[1,609]		[1,741]		[1,770]	
LOW VALUE ITEMS‡	4·7		4·8		4·6	
TOTAL ALL COUNTRIES	2,219·8	*7*	2,392·2	*14*	2,434·0	*13*
(§)	[2,218]		[2,397]		[2,382]	
(‖)	[2,213]		[2,390]		[2,377]	

‡ From the beginning of 1970 items valued at less than £50 have not been allocated to specific countries and areas.
(§) Including United States military aircraft, etc.
(‖) Excluding United States military aircraft, etc.

Sterling area

Imports from the sterling area eased back in the first quarter of this year from the high levels reached in the second half of 1970. At £206 million a month they were 2 per cent lower. Deliveries of oil from these countries rose sharply in the quarter. These increases and higher imports of food from Australia, New Zealand and the Irish Republic were more than offset by the reduction in imports from Zambia, as a result of lower copper prices, and South Africa.

Latin America

Latin America was the other main area from which imports had declined in the quarter. They fell back sharply to £24 million a month, some 8 per cent less than the average for the second half of 1970 and lower than for several years. This decline is partly associated with lower values of meat imported, and the fall in the prices of non-ferrous metals, particularly of copper (from Chile).

Soviet Union and Eastern Europe

Imports from the Soviet Union and Eastern Europe at £31 million a month remained at a high level in the first quarter, being marginally lower than in the last half of 1970.

Rest of world

Imports from the remaining countries in the non-sterling area reached a high level in the first quarter after expanding throughout last year. At £63 million a month, they were over 15 per cent more than in the second half of 1970. Higher imports from the oil-producing countries contributed to this increase.

NOTES:

1(a) New presentation of trade figures

As announced in *Trade and Industry* on November 4, 1970, the monthly figures of United Kingdom total trade are presented in a new form. The seasonally adjusted values in Table 1 are on the new basis. This enables the balance to be obtained as the simple difference of exports and imports.

The import and export totals, both shown fob and on the same basis as in the quarterly balance of payments figures, make it easier to relate visible trade to the current account as a whole. Tables 2 and 3 show how the totals in Table 11 are derived from the trade statistics. (See also note 1(b).)

1(b) Visible balance

The figures for the visible balance in the latest months are estimates and liable to revision. They are only published seasonally adjusted. Since the monthly balance is the difference of two large but variable figures it is itself liable to large fluctuations and undue significance should not be attached to a single figure; it is more useful to consider the average balance over three or more months. The visible balance is obtained by making various adjustments to the figures recorded in the monthly Trade Statistics. These are summarized in Tables 2 and 3 of this article. Some are valuation adjustments, the principal of which is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to United Kingdom owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). The adjustment of imports to a balance of payments basis excludes the values of deliveries of United States military aircraft (including spares and some missiles) but includes the payments for those imports which are mainly being financed by a special United States Exim Bank credit. (The values involved are now small.) All these adjustments are described in greater detail in the annual 'Pink Book', *United Kingdom Balance of Payments* 1970 (Table 8 and pp. 68-71) and in the above-quoted article in *Trade and Industry*.

1(c) Three-monthly averages of trade figures

The sequence of individual monthly figures, even when seasonal influences have been allowed for, is usually too variable to give a satisfactory indication of the underlying trend. One simple method of securing a better guide to underlying movements is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1A and are referred to in the commentary on the figures. The averages are still sensitive to irregular movements in the monthly figures and to special influences, though they are markedly less variable than the monthly figures. More elaborate estimates of trend can be constructed, but the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

1(d) Recording of exports

The Secretary of State for Trade and Industry announced in the House of Commons on November 16 that some under-recording of exports had re-emerged in 1970. The text of his announcement and an article on under-recording were published in *Trade and Industry* of November 25, 1970. In reply to a Parliamentary Question on February 1, 1971 the Secretary of State said: 'There is no evidence to suggest that under-recording in recent months has differed from the estimate of 2 per cent indicated by the checks so far made of export documents received against ship and aircraft manifests; results of these checks are now available covering months up to September 1970.' Checks covering October and November 1970 do not suggest any change in the level of under-recording.

Proposals for new arrangements to ensure the full recording of exports are described in *Trade and Industry* of May 5. These arrangements are expected to come into operation in the autumn; meanwhile comprehensive checks will continue.

The figures in this article for total exports (except in Tables 4, A and B) and, in consequence, for the visible balance include from January 1970 an addition of 2 per cent to the value of exports as an allowance for under-recording. It is not possible to make estimates of the extent of under-recording on exports to different areas or of different commodity classes, and the figures in the Overseas Trade Statistics are not adjusted.

For an account of special factors relating to the earlier under-recording of exports and net figures of adjustments on this account up to October 1969, see page 1392 of the *Board of Trade Journal* for May 20, 1970, on United Kingdom trade in April.

1(e) Seasonally adjusted figures

The seasonally adjusted figures throughout the article have been calculated using improved seasonal adjustments. An article published in *Trade and Industry* on February 17 provides a full account of the general method used in seasonally adjusting the monthly trade statistics and describes various changes in the basic data and working methods leading to improvements in the adjustment process.

1(f) The purchase of these aircraft as well as that of BOAC's first three 747s which were delivered last year is being financed by means of a dollar loan raised in the United States.

2. Overseas Trade Statistics

Detailed particulars of United Kingdom imports and exports for March 1971 (with cumulative totals) were published on April 29† and further analysis of the figures will be found in tables in the Monthly Digest‡ for May, due to be published in the second week of June.

† Overseas Trade Statistics of the United Kingdom, March 1971, published by HMSO, price £1.85 net (Annual subscription £25.05).

‡ Monthly Digest of Statistics, published by HMSO, price 60p net (Annual subscription £7.75).

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment.

The information in these statistics is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6,000 commodity headings); there are 188 specified countries for consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).

Imports and United Kingdom Exports (Overseas Trade Statistics basis)

Quarters or quarterly averages — £ million

Section or Division	Exports				Imports			
	1969	Jan.-Sept. 1970	4th qtr., 1970	1st qtr., 1971	1969	Jan.-Sept. 1970	4th qtr., 1970	1st qtr., 1971
0. FOOD AND LIVE ANIMALS Total	54·8	57·1	78·0	60·6	436·4	461·9	476·8	514·1
00 Live animals	7·2	7·2	10·9	5·3	13·5	14·3	13·5	17·0
01 Meat and meat preparations	4·3	5·5	4·9	4·7	108·0	110·5	106·7	105·1
02 Dairy products and eggs	3·6	3·4	4·3	3·1	45·7	43·9	53·9	68·9
03 Fish and fish preparations	4·1	4·8	6·4	5·9	17·5	17·0	23·1	19·9
04 Cereals and cereal preparations	6·6	6·8	13·4	9·2	62·9	67·1	80·1	74·2
05 Fruit and vegetables	5·3	5·0	7·0	6·3	89·0	99·1	82·6	105·9
06 Sugar, sugar preparations and honey	7·1	7·3	8·8	7·3	28·1	29·7	28·5	34·5
07 Coffee, cocoa and preparations, tea and spices	9·8	9·4	13·5	10·9	45·7	51·4	55·5	54·6
08 Feeding stuffs for animals	2·5	2·8	3·1	2·7	20·3	21·2	24·7	23·8
09 Miscellaneous	4·4	5·0	5·7	5·2	5·8	7·8	8·1	9·8
1. BEVERAGES AND TOBACCO Total	58·6	59·9	85·2	56·7	45·9	40·6	67·5	43·5
11 Beverages	49·6	50·7	73·0	46·8	17·3	17·4	27·0	17·4
12 Tobacco	9·0	9·3	12·2	9·8	28·6	23·3	40·5	26·1
2. CRUDE MATERIALS, INEDIBLE Total	60·1	63·8	72·1	62·0	294·9	308·2	338·6	290·1
21. Hides, skins and fur skins, undressed	11·1	11·6	18·1	13·9	19·5	17·0	19·1	18·4
22 Oil seeds, oil nuts and oil kernels	0·2	0·3	0·3	0·2	9·6	9·8	12·4	8·8
23 Crude rubber (including synthetic and reclaimed)	5·1	5·8	5·8	6·0	15·2	14·4	14·5	14·7
24 Wood, lumber and cork	0·5	0·5	0·7	0·6	54·4	54·6	74·9	49·8
25 Pulp and waste paper	0·6	0·8	0·7	0·6	41·2	48·1	53·7	40·1
26 Textile fibres not manufactured and their waste	25·5	24·6	22·7	20·4	52·6	48·4	38·7	41·4
27 Crude fertilizers and minerals	9·4	11·2	14·2	11·9	15·8	15·7	18·1	16·4
28 Metalliferous ores and metal scrap	5·3	6·6	6·7	5·5	72·7	85·0	91·7	84·8
29 Crude animal and vegetable materials	2·4	2·6	2·8	2·9	13·9	15·1	15·5	15·8
3. MINERAL FUELS, LUBRICANTS, ETC. Total	43·2	49·9	57·2	50·1	226·6	230·0	255·9	319·7
33 Petroleum and petroleum products	36·8	42·0	50·3	43·9	221·5	225·3	249·5	301·5
Coal, coke, gas and electric energy	6·4	7·9	6·9	6·2	5·2	4·7	6·3	18·2
4. ANIMAL AND VEGETABLE OILS AND FATS Total	2·3	2·2	2·6	2·2	18·3	25·5	24·0	28·1
5. CHEMICALS Total	173·3	191·0	213·0	196·2	116·1	133·0	143·9	147·6
51 Chemical elements and compounds	42·4	50·4	59·1	51·5	50·9	57·9	64·1	61·7
53 Dyeing, tanning and colouring materials	19·1	19·8	22·0	20·0	7·0	8·3	8·5	9·5
54 Medical and pharmaceutical products	29·7	33·9	38·1	36·0	6·4	8·0	9·6	9·4
55 Essential oils and perfume materials	15·6	16·2	18·3	16·6	5·5	6·0	5·2	6·9
56 Fertilizers, manufactured	1·3	1·2	1·1	1·4	6·1	5·5	6·5	8·9
58 Plastic materials and artificial resins	32·3	35·2	38·2	35·1	23·2	27·2	29·2	29·0
All other chemical materials and products	32·8	34·3	36·1	35·5	17·1	20·0	20·8	22·3
6. MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIAL Total	467·7	487·4	527·6	494·0	459·5	489·2	499·0	466·9
61 Leather, leather manufactures and dressed furs	12·8	12·3	13·8	12·6	9·4	8·2	7·8	9·0
62 Rubber manufactures, n.e.s.	18·2	22·6	24·9	21·8	6·2	6·6	8·0	8·7
63 Wood and cork manufactures (excluding furniture)	1·9	2·7	3·2	2·8	22·5	26·7	28·5	28·5
64 Paper, paperboard and manufactures thereof	19·8	21·5	24·9	22·4	50·9	57·7	58·1	62·2
65 Textile yarn, fabrics and articles	90·1	95·7	109·6	94·7	59·7	60·8	74·1	80·1
66 Non-metallic mineral manufactures	113·6	96·9	99·7	109·7	96·2	94·7	98·3	78·4
67 Iron and steel	71·8	85·3	92·1	83·3	43·6	55·8	55·0	56·6
68 Non-ferrous metals	85·4	88·4	85·5	77·0	152·2	155·4	142·6	117·0
69 Manufactures of metal, n.e.s.	54·0	62·2	73·8	69·8	19·0	23·5	26·7	26·4
7. MACHINERY AND TRANSPORT EQUIPMENT Total	758·1	798·7	905·0	879·8	330·1	364·5	402·9	434·7
71 Machinery other than electric	365·0	395·1	457·2	430·4	170·3	207·9	232·1	230·4
72 Electrical machinery, apparatus and appliances	121·0	138·2	164·5	152·3	66·8	81·3	98·4	89·8
73 Transport equipment	272·0	265·5	283·3	297·1	93·0	75·4	72·4	114·5
8. MISCELLANEOUS MANUFACTURED ARTICLES Total	164·9	175·3	204·8	175·9	128·7	139·7	154·7	161·0
81 Sanitary, plumbing, heating and lighting fixtures and fittings	4·4	4·9	6·0	5·4	1·9	2·3	3·0	2·9
82 Furniture	5·8	6·0	7·3	6·5	3·4	3·8	4·2	4·9
83 Travel goods, handbags and similar articles	1·1	1·1	1·2	1·0	1·3	1·4	1·5	1·7
84 Clothing	27·2	29·1	35·7	26·2	31·1	31·0	36·4	40·7
85 Footwear	8·5	8·5	10·0	7·6	8·9	10·2	10·0	14·7
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	47·0	50·2	58·1	55·3	28·8	34·7	37·3	37·3
89 Miscellaneous manufactured articles, n.e.s.	71·0	75·5	86·5	74·0	53·2	56·2	62·3	58·8
5-8. MANUFACTURED GOODS Total	1,564·0	1,652·5	1,850·5	1,746·0	1,034·3	1,126·5	1,200·5	1,210·2
9. COMMODITIES AND TRANSACTIONS NOT CLASSIFIED ACCORDING TO KIND Total	51·8	60·5	79·1	42·5	22·2	27·1	28·8	28·4
TOTAL ALL SECTIONS	**1,834·8**	**1,946·0**	**2,224·7**	**2,020·2**	**2,078·7**	**2,219·8**	**2,392·2**	**2,434·0**

Vehicle production in March

THE DEPARTMENT of Trade and Industry have announced that in the five weeks ended April 3 the average rate of recorded production of cars was 28,403 a week, 8 per cent lower than in the corresponding period last year. In the first quarter of 1971 the average rate was 33,263 a week, 1 per cent lower than in the corresponding period last year; production for export was 2 per cent higher and production for the home market was down by some 3 per cent.

The average rate of recorded production of commercial vehicles for the five-week period was 6,938 a week, 12 per cent lower than last year. In the first quarter of 1971 the average rate of production was 8,437 a week, 5 per cent lower than last year, with production for export up by 4 per cent and production for the home market 11 per cent lower.

In March 1971, as in the previous month, losses of production on account of industrial disputes were very high. Production in March 1970 was also quite badly affected by industrial disputes; an additional complication in making comparisons is that the period covered includes Easter in 1970, but not for 1971.

On a seasonally adjusted basis, total car production in the three months January to March was 12 per cent lower than in the previous three months; total commercial vehicle production was down by 22 per cent.

Table 1. Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

	No. of Weeks	Passenger Cars (including taxis) Totals	Home	Export	Weekly Average	Commercial Road Vehicles Totals	Home	Export	Weekly Average
1965	52	1,722,045	1,069,374	652,671	33,116	455,216	280,976	174,240	8,754
1966	52	1,603,679	978,684	624,995	30,840	438,675	260,614	178,061	8,436
1967	52	1,552,013	988,273	563,740	29,846	385,106	245,692	139,414	7,406
1968	52	1,815,936	1,013,163	802,773	34,922	409186	259,331	149,855	7,869
1969	53	1,717,073	892,758	824,315	32,398	465,776	272,998	192,778	8,788
1970	52	1,640,966	918,109	722,857	31,557	457,532	267,407	190,125	8,799
1971	52								
1969 1st quarter	13	451,156	239,544	211,612	34,704	120,445	71,361	49,084	9,265
2nd quarter	13	485,246	245,936	239,310	37,327	126,325	74,032	52,293	9,717
3rd quarter	13	354,572	185,096	169,476	27,275	98,435	57,463	40,972	7,572
4th quarter	14	426,099	222,182	203,917	30,436	120,571	70,142	50,429	8,612
1970 1st quarter	13	436,512	237,413	199,099	33,578	115,251	68,798	46,453	8,865
2nd quarter	13	470,164	263,064	207,100	36,166	132,415	78,431	53,984	10,186
3rd quarter	13	277,173	157,149	120,024	21,321	74,920	43,486	31,434	5,763
4th quarter	13	457,117	260,483	196,634	35,163	134,946	76,692	58,254	10,380
1971 1st quarter	13	432,417	229,549	202,868	33,263	109,687	61,362	48,325	8,437
2nd quarter	13								
3rd quarter	13								
4th quarter	13								
1970 January	4	146,560	80,854	65,706	36,640	40,610	24,524	16,086	10,152
February	4	135,489	72,851	62,638	33,872	35,117	21,608	13,509	8,779
March	5	154,463	83,708	70,755	30,893	39,524	22,666	16,858	7,905
April	4	136,760	75,475	61,285	34,190	39,341	24,667	14,674	9,835
May	4	137,766	76,016	61,750	34,442	41,542	24,494	17,048	10,386
June	5	195,638	111,573	84,065	39,128	51,532	29,270	22,262	10,306
July	4	80,827	42,953	37,874	20,207	22,284	12,055	10,229	5,571
August	4	96,052	57,227	38,825	24,013	25,222	15,280	9,942	6,306
September	5	100,294	56,969	43,325	20,059	27,414	16,151	11,263	5,483
October	4	139,926	79,658	60,268	34,982	45,098	25,885	19,213	11,274
November	4	155,006	89,489	65,517	38,751	45,228	25,679	19,549	11,307
December	5	162,185	91,336	70,849	32,437	44,620	25,128	19,492	8,924
1971 January	4	156,194	88,238	67,956	39,048	43,025	24,143	18,882	10,756
February	4	134,205	67,660	66,545	33,551	31,974	17,975	13,999	7,994
March	5	142,018	73,651	68,367	28,403	34,688	19,244	15,444	6,938
April	4								
May	4								
June	5								

Table 2. Production – seasonally adjusted

Monthly averages — Thousands

	Passenger Cars Total	Home	Export	Commercial Vehicles Total	Home	Export
1965	144	89	54	37·9	23·4	14·5
1966	134	82	52	36·6	21·7	14·8
1967	129	82	47	32·1	20·5	11·6
1968	151	84	67	34·1	21·6	12·5
1969	143	74	69	38·8	22·7	16·1
1970	137	77	60	38·1	22·3	15·8
1971						
1969 1st quarter	141	76	65	38·1	23·1	15·0
2nd quarter	150	78	72	39·5	22·9	16·6
3rd quarter	145	74	71	39·7	22·8	16·9
4th quarter	135	69	66	37·9	22·1	15·8
1970 1st quarter	138	76	62	37·1	22·7	14·4
2nd quarter	140	80	60	39·9	23·4	16·5
3rd quarter	116	65	51	30·7	17·5	13·2
4th quarter	154	86	68	44·9	25·6	19·3
1971 1st quarter	135	73	62	35·1	20·1	15·0
2nd quarter						
3rd quarter						
4th quarter						
1970 January	154	83	71	43·8	26·9	16·9
February	135	76	59	35·3	22·5	12·8
March	125	69	56	32·1	18·6	13·5
April	133	75	58	38·2	23·9	14·3
May	134	75	59	41·3	24·2	17·1
June	152	89	63	40·1	22·2	17·9
July	120	63	57	31·0	16·6	14·4
August	136	80	56	36·9	21·9	15·0
September	91	50	41	24·2	14·0	10·2
October	150	79	71	47·6	27·0	20·6
November	163	93	70	46·4	26·8	19·6
December	148	85	63	40·6	23·0	17·6
1971 January	165	91	74	46·5	26·6	19·9
February	134	71	63	32·1	18·8	13·3
March	108	57	51	26·6	14·9	11·7
April						
May						
June						
Average of:						
October-December 1970	154	86	68	44·9	25·6	19·3
January-March 1971	135	73	62	35·1	20·1	15·0
Percentage change	*–12*	*–15*	*–8*	*–22*	*–21*	*–22*

Exhibitions and Fairs

Frankfurt Fur Fair again export rendezvous for traders

FROM THE BRITISH CONSULATE-GENERAL, FRANKFURT

The International Frankfurt Fur Fair, reputed to be the biggest fair of its kind in Europe, was this year even larger than in previous years. From April 24 to 28 a total of 455 exhibitors from 24 countries displayed a wide selection of furs, skins, fur garments, accessories and fur processing machinery, in a net exhibition area of 26,000 square metres.

JUST over one-third of the total number of exhibitors were from outside Germany, British firms being, as ever, well to the fore. Of the 145 foreign exhibitors, 43 were from the United Kingdom, constituting by far the largest contingent.

For the fifth year running the Department of Trade and Industry, together with the British Fur Trade Association, mounted a joint venture in which 35 firms participated; in addition a further eight British firms exhibited independently.

The Fur Fair attracted 25,000 trade visitors of which about 40 per cent were foreign.

The extremely attractive British joint exhibit included an information stand which was manned by staff of the British Fur Trade Association who dealt efficiently with a steady stream of inquiries from buyers. Most of the British exhibitors were very well satisfied with inquiries received and orders taken at the fair this year and only a very few firms reported that they were disappointed at the amount of business done.

Particularly good results were achieved by the British exhibitors of sheepskins and sheepskin products.

Adverse publicity

On the stands exhibiting skins there were this year fewer leopard, ocelot and other spotted furs to be seen. The demand for these skins undoubtedly continues, but some buyers appear to have been influenced by the recent adverse publicity which these particular types of fur have received.

There was also, in general, slightly less demand for mink than in previous years. Musquash on the other hand, was extremely popular amongst buyers. Exhibitors of plates, regardless of fur type, all reported having done extremely active business.

Most British exhibitors of fur garments remarked that this Fur Fair showed increased demand for the higher quality furs as compared with previous fairs, and high fashion garments did extremely well. Whilst garments made of fur alone remained, for the most part, somewhat conservative in styling, a most striking trend reflected in the fair this year was that of combining leather in some form (particularly suede) with fur in the same garment, thus giving designers wider scope to put new ideas into their creations.

American, Canadian, Scandinavian, Austrian and Swiss buyers were well in evidence and it was also encouraging to find that despite tariff barriers, good business was done with buyers from EEC countries, particularly with the Federal Republic of Germany. There was, however, a marked absence of buyers from Italy.

Good business

A number of British exhibitors, some of whom have been exhibiting in Frankfurt during the whole 23 years of the Fur Fair's existence, said that the business they had done was up to the high levels of the 1969 fair, which had been a record for them; indeed one or two firms recorded best ever results and went away with order books sufficiently filled to keep them busy for the rest of the year.

Exhibitors of fur processing machinery (one of whom was British) were grouped in a separate hall, and reported generally that business, although by no means frantic, had been steady throughout the duration of the fair.

The Frankfurt Fur Fair continues to be an export rendezvous which British fur traders and fur garment manufacturers, faced with a lagging trade on the home market, find of the greatest importance, and with minor exceptions their participation in 1971 was again a great success.

The Bergson Export Co. stand was part of the British joint venture at the Frankfurt Fur Fair from April 24 to 28.

British design for export

FOLLOWING THE SUCCESS of the export exhibition 'UK to USA' which closed at The Design Centre on April 3, the Council of Industrial Design is planning to organize a larger and longer export promotion exhibition at The Design Centre early in 1972. This exhibition is being planned to help overseas buyers from all countries find quickly a wide range of well-designed modern British consumer goods which are available for export; it will include a special section of merchandise chosen particularly for the United States.

'UK to USA'

During the two month run of 'UK to USA' more than 200,000 visitors saw the exhibition, and it is estimated that this number included some 5,000 trade visitors from overseas and 30,000 British trade visitors. The exhibition, which covered most of the ground floor of The Design Centre, showed over 700 products from 340 British manufacturers and included giftware, furniture, textiles, lighting, toys, tableware, jewellery, kitchenware and home accessories. A special buyers' office containing a display of a selection of the products on show was staffed by the CoID's Overseas Promotion section and buyers were given catalogues, contacts, fob prices and the use of a free local telephone service.

Orders made by overseas buyers as a result of the exhibition include approximately £10,000 worth of business done through the Macy buying house for Macy's and the May Companies in the United States. An order for orange 10-year calendars by Wallace Products has been placed through the American Embassy by a Commander General: orange is the army's colour and the General will give them as souvenirs when visiting troops. An inquiry which may lead to a valuable order for British furnishings to equip a major American airport was dealt with. Among other successful manufacturers are Cambridge Applied Physics Ltd., Taylor Instruments Ltd., Plastic Coatings Ltd., Timeon Clocks, Acrylic Products and Cardboard Engineering.

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Yet another gold medal was awarded to the British Pavilion at the Rand Easter Show.

Gold medal award at Rand Easter Show

FROM THE BRITISH CONSULATE-GENERAL, JOHANNESBURG

THE RAND Easter Show – South Africa's largest agricultural and industrial exhibition – was held in Johannesburg from March 30-April 12, and in spite of some disappointing weather still attracted almost 600,000 visitors.

The British Pavilion layout, designed by COI, was as attractive as ever. It was awarded a gold medal by the Witwatersrand Agricultural Society for excellence of display, the Pavilion's 11th gold medal since it opened in 1959.

This year's display was entitled 'Britain 1971' and was ably sponsored by the Birmingham Chamber of Commerce. The 30 firms participating in the joint venture exhibited an attractive range of products including motor vehicle components and accessories, motor cycles, clocks, lighting equipment, vehicle cleaning equipment, tools, paint spraying equipment, air purifiers, laminated wear, motor boats and other products.

Substantial orders

Although the show was not one at which immediate orders are usually booked, being a shop window rather than a sales counter, most of the exhibitors reported encouraging interest in their products and some substantial orders were negotiated. But for most, the main value was in the large number of genuine inquiries received to be followed up after the show.

The Pavilion was honoured by a number of distinguished visitors including The Hon. Dr. N. Diederichs, Minister of Finance, Mr. S. J. Gross, HM Chargé d'Affaires (in the absence overseas of the Ambassador, HE Sir Arthur Snelling, Mrs. Van Niekerk, the wife of the Administrator of the Transvaal and Mrs. Alf Widman, the Mayoress of Johannesburg.

In addition to the Pavilion's gold medal, one of the exhibitors, Lansing Bagnall of Basingstoke, were awarded the SA Materials Handling News Floating Trophy for the best display of mechanical handling equipment in the show.

British exhibits were not confined to the British Pavilion and a number of British firms, particularly manufacturers of motor vehicles and agricultural tractors and equipment had their own impressive stands.

The Rand Easter Show is to be followed by at least three further joint ventures in Johannesburg this year, at Plastics '71 in June, Airex (heating, ventilation and air conditioning) in August and the Instrumentation and Automation Exhibition in October.

Success at 1971 Italian Book Fair

FROM THE BRITISH CONSULATE-GENERAL, MILAN

ONCE AGAIN British books made an impressive showing at the 1971 Bologna International Children's Book Fair, held from April 1-4. Twenty-five of Britain's leading publishing houses displayed over 700 volumes of children's books and books for the young. Six of the publishing houses had their own individual stands, while the others exhibited jointly through the Book Publishers Association.

The works of 321 writers from 18 other countries in Europe, America and Asia were also on show. The total was an increase of over 45 per cent on the previous year.

In taking part in the Book Fair one object of the British publishers – and, in fact, of all the participants – was to meet other publishers from throughout the world to exchange views on new works, obtain the transfer of copyrights for translation, reproduction and distribution purposes, examine new methods of production, co-operate on printing orders (thereby cutting down costs), and generally expand and co-ordinate their activities in the world markets.

During the four days of the 1971 fair the turnover of international business of all kinds was greater than ever before, and the British participants expressed their satisfaction from every viewpoint.

The Bologna Fair has become an annual meeting place for publishers of children's books and this year, for the fourth successive occasion, the Department of Trade and Industry sponsored official British participation.

Design exhibition in San Francisco

During the British Trade Drive in San Francisco (October 1-9, 1971) the Council of Industrial Design is to mount an exhibition of modern well-designed British consumer products as part of the centrepiece of the promotion in the California Masonic Memorial Temple in San Francisco, called 'British Week – San Francisco' the display will include general household products such as carpets, furnishing fabrics, furniture, tableware and kitchenware.

Mr. Mervyn Browne, Director of British trade promotion in South Africa, with the Hon. Dr. N. Diederichs, Minister of Finance, during his inspection of the British Pavilion, followed by Mr. A. J. Cox, of the Birmingham Chamber of Commerce. On the stand is Mr. John Waters, managing director of Power Mop Ltd., Bedford.

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The Frankfurt Fur Fair continues to be an export rendezvous which British fur traders and fur garment manufacturers, faced with a lagging trade on the home market, find of the greatest importance, and with minor exceptions their participation in 1971 was again a great success.

British design for export

FOLLOWING THE SUCCESS of the export exhibition 'UK to USA' which closed at The Design Centre on April 3, the Council of Industrial Design is planning to organize a larger and longer export promotion exhibition at The Design Centre early in 1972. This exhibition is being planned to help overseas buyers from all countries find quickly a wide range of well-designed modern British consumer goods which are available for export; it will include a special section of merchandise chosen particularly for the United States.

'UK to USA'

During the two month run of 'UK to USA' more than 200,000 visitors saw the exhibition, and it is estimated that this number included some 5,000 trade visitors from overseas and 30,000 British trade visitors. The exhibition, which covered most of the ground floor of The Design Centre, showed over 700 products from 340 British manufacturers and included giftware, furniture, textiles, lighting, toys, tableware, jewellery, kitchenware and home accessories. A special buyers' office containing a display of a selection of the products on show was staffed by the CoID's Overseas Promotion section and buyers were given catalogues, contacts, fob prices and the use of a free local telephone service.

Orders made by overseas buyers as a result of the exhibition include approximately £10,000 worth of business done through the Macy buying house for Macy's and the May Companies in the United States. An order for orange 10-year calendars by Wallace Products has been placed through the American Embassy by a Commander General: orange is the army's colour and the General will give them as souvenirs when visiting troops. An inquiry which may lead to a valuable order for British furnishings to equip a major American airport was dealt with. Among other successful manufacturers are Cambridge Applied Physics Ltd., Taylor Instruments Ltd., Plastic Coatings Ltd., Timeon Clocks, Acrylic Products and Cardboard Engineering.

The Bergson Export Co. stand was part of the British joint venture at the Frankfurt Fur Fair from April 24 to 28.

A NEW LOOK IN INDUSTRIAL RELATIONS–IN INTERNATIONAL PERSPECTIVE
DIRECT PERSONAL DISCUSSION
with international authority PROFESSOR KENNETH WALKER, Ph. D., Dip. Anthrop.
The Times Management Lecturer, 1970. Member of Council of Management of The Exporters' Educational Trust.
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Yet another gold medal was awarded to the British Pavilion at the Rand Easter Show.

Gold medal award at Rand Easter Show

FROM THE BRITISH CONSULATE-GENERAL, JOHANNESBURG

THE RAND Easter Show – South Africa's largest agricultural and industrial exhibition – was held in Johannesburg from March 30-April 12, and in spite of some disappointing weather still attracted almost 600,000 visitors.

The British Pavilion layout, designed by COI, was as attractive as ever. It was awarded a gold medal by the Witwatersrand Agricultural Society for excellence of display, the Pavilion's 11th gold medal since it opened in 1959.

This year's display was entitled 'Britain 1971' and was ably sponsored by the Birmingham Chamber of Commerce. The 30 firms participating in the joint venture exhibited an attractive range of products including motor vehicle components and accessories, motor cycles, clocks, lighting equipment, vehicle cleaning equipment, tools, paint spraying equipment, air purifiers, laminated wear, motor boats and other products.

Substantial orders

Although the show was not one at which immediate orders are usually booked, being a shop window rather than a sales counter, most of the exhibitors reported encouraging interest in their products and some substantial orders were negotiated. But for most, the main value was in the large number of genuine inquiries received to be followed up after the show.

The Pavilion was honoured by a number of distinguished visitors including The Hon. Dr. N. Diederichs, Minister of Finance, Mr. S. J. Gross, HM Chargé d'Affaires (in the absence overseas of the Ambassador, HE Sir Arthur Snelling, Mrs. Van Niekerk, the wife of the Administrator of the Transvaal and Mrs. Alf Widman, the Mayoress of Johannesburg.

In addition to the Pavilion's gold medal, one of the exhibitors, Lansing Bagnall of Basingstoke, were awarded the SA Materials Handling News Floating Trophy for the best display of mechanical handling equipment in the show.

British exhibits were not confined to the British Pavilion and a number of British firms, particularly manufacturers of motor vehicles and agricultural tractors and equipment had their own impressive stands.

The Rand Easter Show is to be followed by at least three further joint ventures in Johannesburg this year, at Plastics '71 in June, Airex (heating, ventilation and air conditioning) in August and the Instrumentation and Automation Exhibition in October.

Success at 1971 Italian Book Fair

FROM THE BRITISH CONSULATE-GENERAL, MILAN

ONCE AGAIN British books made an impressive showing at the 1971 Bologna International Children's Book Fair, held from April 1-4. Twenty-five of Britain's leading publishing houses displayed over 700 volumes of children's books and books for the young. Six of the publishing houses had their own individual stands, while the others exhibited jointly through the Book Publishers Association.

The works of 321 writers from 18 other countries in Europe, America and Asia were also on show. The total was an increase of over 45 per cent on the previous year.

In taking part in the Book Fair one object of the British publishers – and, in fact, of all the participants – was to meet other publishers from throughout the world to exchange views on new works, obtain the transfer of copyrights for translation, reproduction and distribution purposes, examine new methods of production, co-operate on printing orders (thereby cutting down costs), and generally expand and co-ordinate their activities in the world markets.

During the four days of the 1971 fair the turnover of international business of all kinds was greater than ever before, and the British participants expressed their satisfaction from every viewpoint.

The Bologna Fair has become an annual meeting place for publishers of children's books and this year, for the fourth successive occasion, the Department of Trade and Industry sponsored official British participation.

Design exhibition in San Francisco

During the British Trade Drive in San Francisco (October 1-9, 1971) the Council of Industrial Design is to mount an exhibition of modern well-designed British consumer products as part of the centrepiece of the promotion in the California Masonic Memorial Temple in San Francisco, called 'British Week – San Francisco' the display will include general household products such as carpets, furnishing fabrics, furniture, tableware and kitchenware.

Mr. Mervyn Browne, Director of British trade promotion in South Africa, with the Hon. Dr. N. Diederichs, Minister of Finance, during his inspection of the British Pavilion, followed by Mr. A. J. Cox, of the Birmingham Chamber of Commerce. On the stand is Mr. John Waters, managing director of Power Mop Ltd., Bedford.

A new partner for MIP/TV

FROM THE BRITISH CONSULATE-GENERAL, MARSEILLES

REPRESENTATIVES OF the 350 companies from 58 countries assembled for the 7th International Television Market (MIP/TV) at Cannes were able to mingle with those exhibiting at the 1st International Market for Videocassette and Videorecord Programmes and Equipment (VIDCA) which was held simultaneously at the Exhibition Palace from April 17-22.

This first large-scale exhibition of video player and recorder systems and programmes got off to a good start. No less than 470 companies (including 65 from Britain) from 26 countries, were anxious to be among the first in the field in the promotion of this new audiovisual technique, which promises to revolutionize teaching methods and home entertainment.

The stands were buzzing with inquirers anxious to learn about the characteristics of the four classes of system available – film, disc, special film, and tape.

In addition, technical aspects of the equipment, manufacturers', programme producers' and users' problems, and legal points were among the subjects discussed at a nine-session conference included on the agenda. In view of this initial success, Video will take place as a separate event next year.

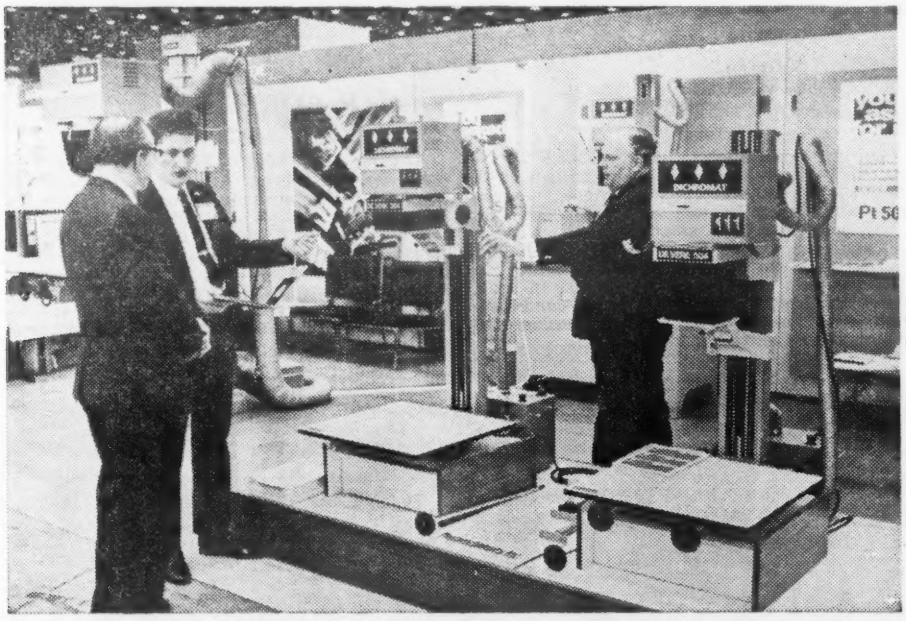
Brisk sales

British firms were also prominent again among the 350 participants from 58 countries at this year's MIP/TV, where sales were reported to be brisker than ever, particularly to new East European markets and to English-speaking Asian markets.

Among the 30 members of the Film Production Association of Great Britain participating with Department of Trade and Industry support, 11 firms were present for the first time. British comedy and sporting programmes in particular were reported to be finding ready buyers from all over the world. The figure of £5 million was quoted as being the value of estimated sales achieved.

In addition to providing a shop window for sales, MIP/TV provides a valuable forum for television station buyers who are able to select the bulk of their purchases for the following year's programme from the wide choice of material available.

Apart from the new programmes from the larger companies, it also enables them to examine the less costly specialized productions of the smaller independent companies.



Enlargers of De Vere (Kensington) Ltd. on their stand at Photo Expo '71, Chicago – all sold!

Big orders won at Photo Expo '71

FROM THE BRITISH CONSULATE-GENERAL, CHICAGO

TEN BRITISH firms exhibited successfully at Photo Expo '71, which was held in the new McCormick Place exhibition hall in Chicago from April 17-25. While this show was something of an endurance test – lasting nine days and being open to the public every evening until 10 p.m. – the trade hours were most rewarding for the British firms. They participated in a joint venture sponsored by the British Photographic Export Group, which also manned an information stand.

This photographic exhibition was a big one, with nearly 300 exhibitors occupying most of the 300,000 square feet of the upper hall of McCormick Place. Major manufacturers of equipment from the United States, Japan and Germany had large and elaborate stands, and there was also a very fine display of prints from leading photographic societies, including the Royal Photographic Society, and individual photographers of note.

Slide and film programmes were held several times a day in the three temporary theatres constructed in the hall. Attendance during the trade hours was good, at least for the first few days, but as a public exhibition Photo Expo '71 did not attract the crowds the organizers had obviously hoped for.

The British group was trade-oriented and would have been happier with a much shorter professional show. They exhibited some of the newest British developments in microfilming, flash equipment, enlargers, film processors and display units, as well as wedding albums, aerosol developers, and publications. They reported having a good show, and receiving many inquiries.

Several of them sold all the equipment they exhibited, and took substantial orders. Notably, De Vere (Kensington) Ltd. sold seven of their enlargers (see photograph) for aerial survey work to the City of Chicago, an order worth about $84,000, and Wainco Products Ltd. sold film processors worth about $200,000 and said inquiries worth three times that amount were under consideration.

The British firms at Photo Expo '71 were the only foreign group exhibit, and they deserve credit for their endurance and their success.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holi- and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Division, Department of Trade and Industry, Export House, 50 Ludgate Hill London, EC4M 7HU (Tel. 01-248 5757, Ext. 7146).

Government Publications

required by customers in Scotland may be obtained quickly from

Her Majesty's Stationery Office, 13a Castle Street, Edinburgh, 2

Plenty of choice at Montreal Motor Show

FROM THE BRITISH GOVERNMENT OFFICE, MONTREAL

CANADIANS AND Americans looking for good imported cars different from the usual mass produced North American vehicle had plenty of choice at the 14th annual British Motor Show in Montreal from April 15-18.

Organized by the British Automobile Manufacturers Association of Canada, the show featured 31 different models.

Although there were no feature cars, a wide variety of current models were exhibited. Lubricants and accessories were displayed by S. Smith (Canada) Ltd., Joseph Lucas (Canada) Ltd., and Castrol Oils Ltd.

Attendance figures were almost as high as last year – the official count showed that some 9,000 people visited the show.

This is a very satisfactory figure considering that during the period of the show other crowd-pulling events were on at the same time.

These included the opening of the baseball season and ice hockey play offs.

Immediate reactions by exhibitors indicate that they are all very satisfied with the show and its presentation.

Interest in British cars is considera[ble] increase and the new Ford Cortina [and] all Firenza attracted much atte[ntion]. Firenzas were sold off the floor – [two] wagons and two sedans.

Another off the floor sale was a Lotus Super [7] STV which went half an hour before the show opened for $3,990. British Leyland had a considerable range of vehicles on show but feel it is a little early yet to assess the true benefit from the show.

One dealer, however, reported two orders for the new V12 Jaguar. This car attracted a lot of attention.

Stands were well set up and seemed to be better serviced than last year while literature, which was somewhat lacking last year, was more plentiful.

The show received good bilingual publicity and coverage in the press, on radio and television was first-class.

The opening ceremony was performed by Mr. J. D. Richards, president of the Society of Motor Manufacturers and Traders, and vice president of the Institute of the Motor Industry. The British High Commissioner in Canada, Sir Peter Hayman, and Mr. G. H. Boost, chairman of the British Automobile Manufacturers Association in Canada were also present.

Sir Peter Hayman, British High Commissioner in Canada (left) takes a close look at the Jaguar V12 during the British Motor Show in Montreal. With him are Mr. J. D. Richards President of the SMMT and 'Miss Jaguar V12.'

Steady flow of inquiries during 'Transport 71'

FROM THE BRITISH EMBASSY, STOCKHOLM

BRITISH MANUFACTURERS were again prominent at St. Erik's Massan during the material handling exhibition 'Transport 71', held from April 19-25.

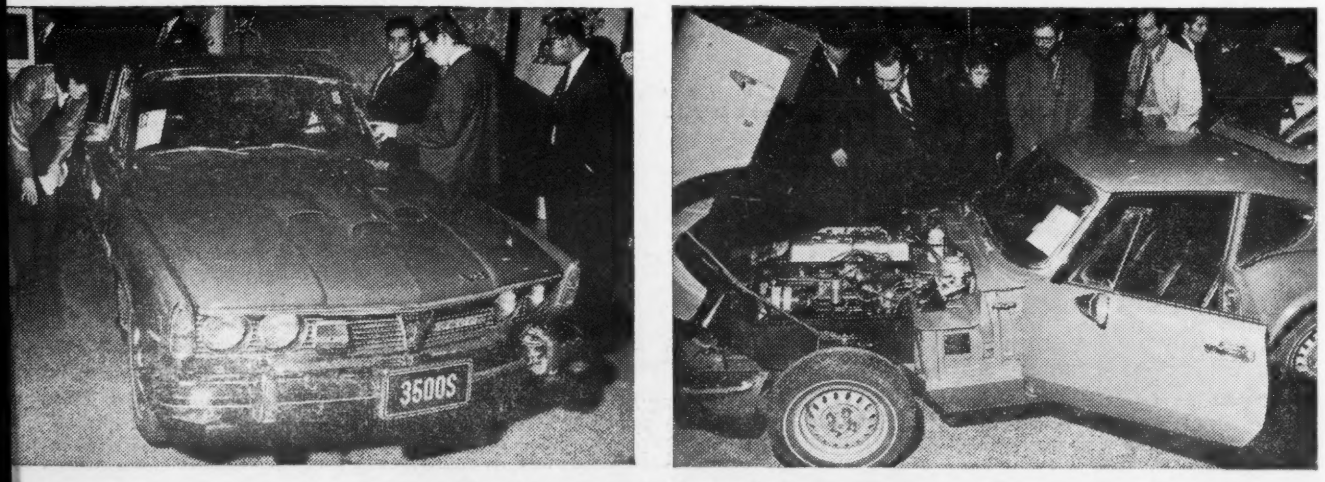
Sixteen British firms, covering a wide range of products from mobile cranes to air cushion conveyors, exhibited their goods on two main stands – one indoor and one outdoor – in a joint venture sponsored by the Birmingham Engineering and Building Centre.

The products of many other British companies were also in evidence on the stands of their Swedish representatives. Sir Archibald Ross, the British Ambassador, accompanied by Mr. J. I. McGhie, the Counsellor Commercial, visited the stand on April 22 and were shown round by Mr. Derek W. Perkins, a director of the sponsors.

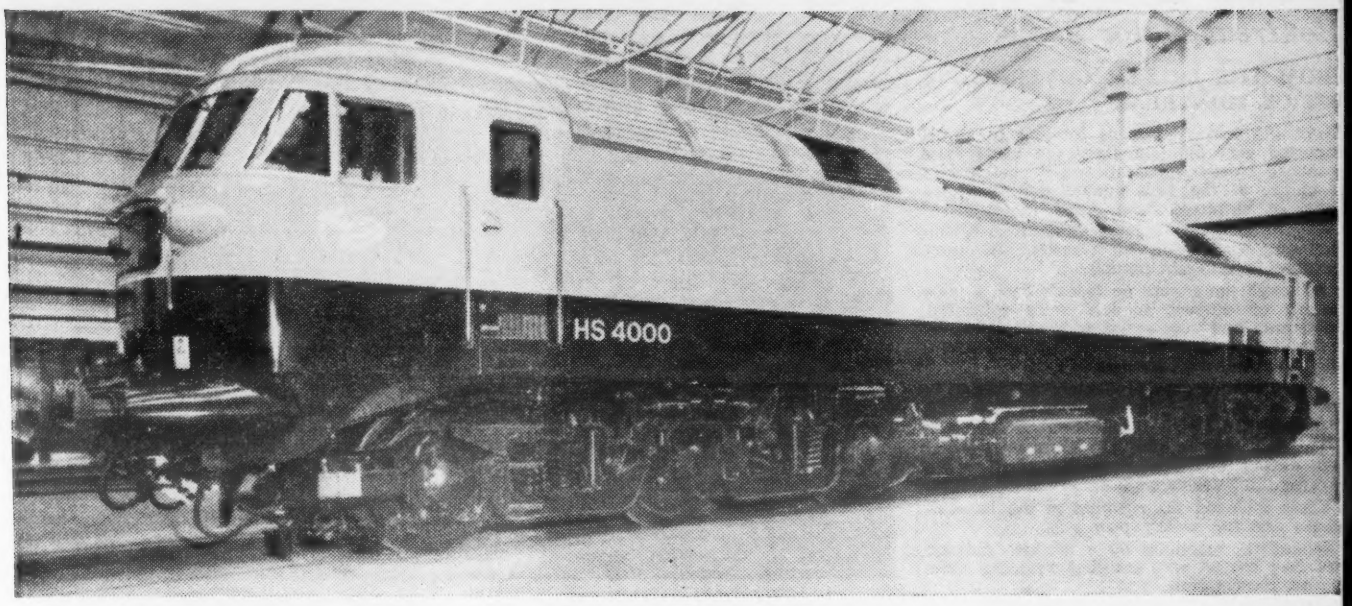
The attendance for the seven days of the exhibition amounted to just over 17,000. This figure was somewhat of a disappointment to the exhibitors, both British and others, but was very close to the estimate put forward by the organizers who seemed reasonably satisfied pointing out that nearly 3,000 additional visitors attended this exhibition than a similar venture in 1968.

Most exhibitors conceded, however, that there was a very high percentage of genuinely interested visitors. The lack of general press advertising and the distance from Stockholm City Centre possibly accounted for this by discouraging members of the general public. The event was, of course, well advertised in the trade press and 30,000 invitations were sent by the fair management to possibly-interested parties.

From a commercial point of view the fair could be considered a moderate success. Most of the exhibitors are well established in the Swedish market and they, together with the newcomers, reported a steady flow of inquiries. Since orders are not normally placed at the exhibition immediate results and performances cannot be accurately assessed at this stage.



[V]isitors to the show inspect the Rover 3500S V8 (left) and the Triumph GT6 (right).



The 4,000-hp Kestrel, claimed to be the world's most powerful single-engined diesel-electric locomotive, has been purchased by the USSR from Hawker Siddeley – the first sale of a British diesel-electric locomotive to USSR. Kestrel – designed and built as a private venture by Hawker Siddeley's subsidiary, Brush Electrical Engineering Co., Loughborough – has completed 125,000 miles in service on British Rail since 1968. The locomotive will be shown at the USSR International Exhibition of Railway Rolling Stock in Moscow from July 1 to 10 and will then enter service on Soviet Railways.

Pottery and glassware plans for British Week in San Francisco

BUYING FOR the British Week in San Francisco of pottery and glass is expected to top £125,000. This was predicted recently by the chairman of the BNEC United States British Week pottery and glass product group, Mr. F. de Costobadie, London director, marketing division of Josiah Wedgwood and Sons Ltd.

Mr. de Costobadie said that all indications pointed to the fact that many British companies would benefit considerably from the British Week which will be held from October 1-9.

In the Masonic Hall, there will be a hand-made section of the glassware manufacturers, and companies participating will be Whitefriars, Nazeing, Dartington and Strathearn.

Other activities include a demonstrator representing the pottery industry giving displays during the Week and who will remain in San Francisco for a further two weeks giving demonstrations on behalf of Wedgwood.

Leading pottery exporters are making plans to have special displays in the major outlets. The stores involve Gump's, Macy's, Shreve's Dohrmann's, J. Magnin and The White House.

Completing the product group's activities will be leading crystal manufacturers, Stuart, Thomas Webb and Sons, Royal Brierley and Webb Corbett, who will be arranging displays in the above major stores.

The British Week is being organised by BNEC United States and the Department of Trade and Industry. It will be opened by Princess Alexandra.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in the British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Sir John Eden, Minister for Industry, cutting laminated plastic with a Unidisc on the Universal Grinding Wheel Company's stand at the Hanover Trade Fair. This product, specially designed by the Stafford firm for the 'Do-It-Yourself' man, will cut, grind and sand both metal and wood. It was offered in Germany at a price of 4 marks, and is sold in the United Kingdom at 32½p. At the eight-day exhibition orders to the value of £30,000 were obtained by Universal Grinding Wheel Co. Ltd., and many useful inquiries were received. Showing the product to Sir John is Mr. Kenneth James, a member of Universal's sales promotion team.

Mr. Ridley at Oslo Shipping Exhibition

MR. NICHOLAS RIDLEY, Parliamentary Under-Secretary of State for Industry, was due to visit the International Shipping Exhibition (NOR-SHIPPING '71) at Oslo today, May 12. The Minister, who has responsibility for shipbuilding, will tour the British stands at this event which is one of the most important international exhibitions for the shipbuilding and marine equipment industries.

Thirty-eight British firms are participating in the collective display organized jointly by the Department of Trade and Industry and the British Marine Equipment Council, with 31 companies showing a wide range of ships' equipment, and the Shipbuilders and Repairers National Association, with seven companies, representing 13 different shipyards. The total area occupied by these two groups is 1,325 sq. m. Two British firms are also exhibiting independently. In addition, there is official participation by the Ministry of Defence Hydrographic Department to promote the sale of Admiralty Charts and publications.

NOR-SHIPPING '71 is being held from May 10-15 at the Oslo Fair Centre, Norges Varemesse, Sjolyst.

INDEX INQUIRIES

Inquiries about the detailed contents of Trade and Industry *(dates on which particular articles, etc., were published) should for convenience be made to the DTI Library* (01-22 7877, *Ext.* 3038) *who compile the half-yearly index.*

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in pink paper supplement of April 7 issue. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Department of Trade and Industry (see page 445, March 3 issue of Trade and Industry*) or the Export Services Division, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757).*

OUTWARD MISSIONS

Mining equipment team in Eastern Europe

FIFTEEN member firms of the Association of British Mining Equipment Exporters (ABMEX) are currently visiting Poland, Czechoslovakia, Hungary, Romania and Yugoslavia. They seek a frank exchange of ideas with representatives of the mining industries in those countries, although the basic objective is to advise mine operators of the latest techniques and machinery employed for the extraction of coal and other minerals and of special-purpose machinery developed for the mining of hard rock metalliferous ores.

In the past, missions and market research teams from ABMEX have visited Argentina, Brazil, Chile, Colombia, Germany, Jamaica, Peru, Romania, Spain, Venezuela, the United States, the USSR and Zambia.

Selective exercise

A BUSINESS mission sponsored by the Birmingham Chamber of Commerce and Industry has just spent a week in Switzerland, concentrating on specific product group targets agreed with the Export Council for Europe and the British Trade Drive office in Zurich.

The 14-strong mission differed from other forms of industrial and consumer promotions, such as trade fairs and British Weeks, because it was a selective exercise, as opposed to a general promotion of British goods. This may well set the pattern for future trade drive activities in Europe.

Last autumn, Mr. T. A. Jackson, overseas trade secretary of the Chamber, undertook a reconnaissance visit and discussed with the Director of British Trade Promotion those products for which research had shown there is a need in the market. Subsequently member-firms of the Chamber whose products/services fell into those categories were invited to take part in this latest mission. The main classifications of products included industrial control and process control equipment, electronic components and measuring equipment, sewage and industrial effluent treatment equipment, design services and 'do-it-yourself' equipment.

Each member had a crowded programme of business appointments to follow and the emphasis was on 'hard selling' with a minimum of group commitments. Although centred on Zurich, the relatively small size of the country, coupled with an excellent transportation network, enabled members of the mission to make additional trips to Berne, Geneva, Basle and other towns.

EXPORT TOURS

Visits to Italy and Scandinavia

MR. PETER HARDIMAN, executive assistant to Mr. J. R. Bennett, sales director of Quayle Carpets Ltd., Kidderminster, manufacturers of the 'Norsk' range of Axminster long-pile rya rugs, recently visited Italy to initiate a sales drive and prepare for the company's participation in this month's International Carpet and Furnishing Textiles Fair.

Meanwhile he has been accompanying Mr. Bennett on a trip to Scandinavia, where Quayle carpets have been established for a number of years.

Round-the-world trip

MR. MICHAEL COLSTON, chairman and managing director of Colston Appliances Ltd., High Wycombe, manufacturers of dishwashers, is currently making a round-the-world sales trip. His first stop will be Bangkok, then on to Sydney before returning via San Francisco, New York, Chicago, Oshkosh and Dayton.

Mr. Colston is no stranger to the United States – he spent a year on Madison Avenue studying advertising and marketing techniques.

Back from promotion tour

MR. T. MARQUIS, sales director of PSC Equipment Ltd., of Iver, Bucks, and their wholly-owned subsidiary, The Universal Door Co. Ltd., recently returned from an exports promotion tour of the East Mediterranean and the Middle East. His itinerary included Athens, Cyprus, Beirut, Kuwait, Bahrain, Abu-Dhabi, Qatar and Saudi Arabia, where he was promoting the interests of both companies in existing and potential markets.

In Kuwait Mr. Marquis attended the Kuwait British Building Product Exhibition, from February 20 to 23, where the Universal Door Co. exhibited examples from their wide range of matched doorset components. Their exhibits included high quality timber doors, pressed metal frames and their new plastic doorset system.

African tour

MR. RON SYKES, manager of the TIFA division of Todd Combustion Ltd., Swanley, Kent, left recently for a seven-week tour of Southern African countries. During his tour he will meet public health authorities and advise them on pest-control methods by the use of TIFA Powerfoggers – thermal aerosol generators used extensively throughout the world for large-scale mosquito and pest-control programmes.

Extensive tour

MR. PETER CARTER of the British Radio Corporation, member company of the Thorn group, recently returned from an extensive sales promotion tour of Malta and various African countries. Both existing and prospective distributors were visited in order to assess the various markets for television and audio products, and significant sales resulted from the trip.

INWARD MISSION

Cameroon visitors

THE British National Export Council's Africa Committee has invited four leading Cameroon businessmen and Government officials to visit Britain. The party will arrive on May 22 and will stay for one week.

During their stay in Britain they will visit manufacturers of a wide range of goods. Their intrests include beverages (such as powdered coffee, spirits, squashes and fruit juices), low-cost kitchen utensils, household supplies, clothing and cloth (including baled cloth, wax prints and gauze), beds and bedding, shoes and foodstuffs, agricultural primary processing equipment and vehicles.

Any manufacturers wishing to see all or individual members of the party are invited to contact BNEC Africa at 6-14 Dean Farrar Street, London SW1H 9DP.

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Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Pumps for Romania

Fourteen pumps with a total hourly capacity of 4.5 million cu. ft. of water are being manufactured at the industrial division of Weir Pumps Ltd., Alloa, Clackmannanshire, for an irrigation project in Romania. The £260,000 order is the latest of a number secured by the company for industrial and agricultural installations in Eastern Europe. The pumps are among the largest used for irrigation.

Water for the project is to be extracted from the Danube near the village of Flaminda, 370 miles from the Black Sea. Two groups of electrically powered Weir pumps will deliver the water through large-bore pipelines to distribution canals on a plateau to the north of the Danube flood basin.

Largest single contract

An order claimed to be the largest single contract for package boilers ever to be placed in Britain has been received by Thompson Cochran, the Glasgow-based package boiler division of the Clarke Chapman-John Thompson group. It is for 350 boilers, worth £1.3 million, to be supplied to Cuba.

Thompson Cochran package boilers, ranging from the small, fully automatic Wee Chieftain Mk. 4 to the large high-pressure Chieftains and Multipacs for industrial process plant, have been ordered from Algeria, Hong Kong, Nigeria, South Africa, Thailand, Sweden, Indonesia, and the West Indies.

Second Romanian contract

Wellman-Power Gas Inc. the United States process engineering subsidiary of Davy-Ashmore, has been awarded a second contract by Romchim, Bucharest, for a nitrophosphate plant to be built in Romania.

A duplicate of that announced exactly one month ago, it will be jointly the world's largest nitrophosphate plant with a capacity of 2,700 metric tons/day and will be based on the Norsk Hydro NPK process.

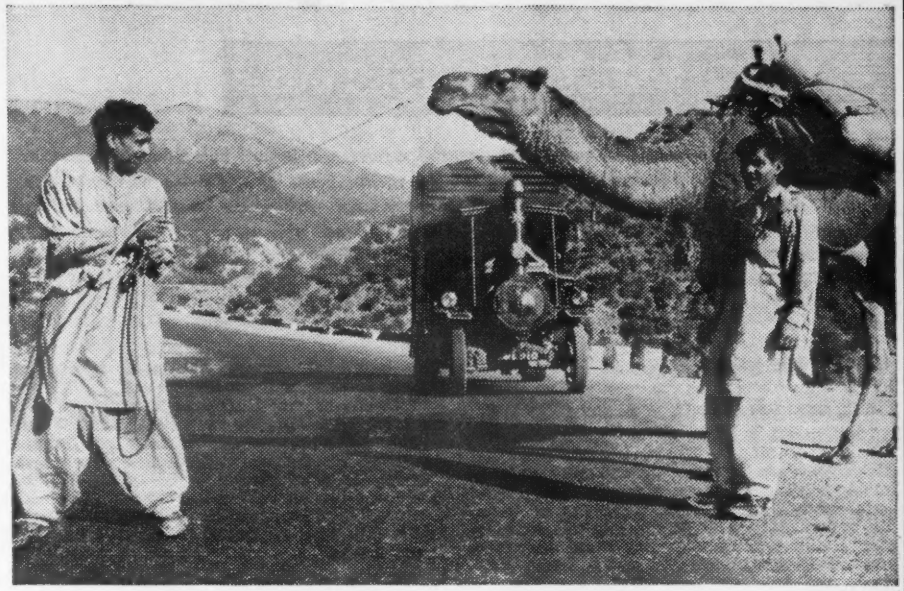
Wellman-Power Gas will work jointly with IPRAN (the Romanian Inorganic Chemistry Fertilizer Engineering Institute on the engineering, construction and start-up of the plant – the fourth contract of this kind secured by Wellman-Power Gas, the other two plants being in North Carolina and Hungary.

Another record year

For the third successive year Firth Cleveland group export records were exceeded for the year 1970. Sales of nearly £5 million to more than 100 countries represent an improvement of well over 20 per cent on the 1969 figures. The last month of the period, December, produced an all-time record monthly total of more than £500,000.

In order of volume sales, North America heads the list, followed closely by EEC and EFTA – North America accounted for more than 37 per cent of total export sales, and Northern Europe for slightly under 35 per cent.

A dozen or so expanding companies in the group produce a diverse range of processed raw materials, components, and finished manufactured goods. Products featuring in the export success story include hardened and tempered steel-strip, steel wire, lead products, self-locking nuts and other mechanical fasteners, industrial and domestic space heaters, lawnmowers and garage repair equipment.



Britannia, a 1926 Foden steam wagon, is not so dated as it looks. 'Under the bonnet' is a CAV alternator belt driven from the flywheel, two CAV replica brass headlamps and a Lucas battery. Other Lucas/CAV equipment includes flashing indicator lamps and a control panel. On a leisurely world tour at 12 mph the vehicle, now in India, is due in North America for a grand tour of the United States some time in November this year. When Britannia returns to London, it will have the distinction of being the first steam wheeled vehicle to have made a world trip under its own power, by which time it will have travelled more than 23,000 miles and consumed 65 tons of coal and 12,000 gallons of water. Originally used by a builder's merchant, the vehicle was discovered by the present owner – 25-year-old Michael List Brain – in an Oxfordshire farm where it was being used as a chicken house. Britannia is pictured in Pakistan with an even older form of transport.

Laminate for Iran cables winding

A breakthrough into the overseas telecommunications market is announced by Coated Specialities Ltd., Basildon, Essex, with a contract for their Melinex/aluminium foil laminate, which will be used for the first time in telephone cable winding. Hady Bargh Manufacturing Ltd., makers of wires and cables in Iran, have ordered 6,000 yds. x 30 in. of the laminate, slit into various widths, which will be used on a trial basis. If successful, the contract will be repeated six times a year.

TEAMWORK WINS BIG ORDER

Close communications, coupled with teamwork and efficiency, won a £20,000 order for Ogdens (Otley) Ltd. in the face of fierce competition from Japanese rivals.

While in Hong Kong as part of a sales drive, Mr. Norman Whitehead, the company's sales director, took up a challenge issued by a Chinese customer to supply a D.8 Caterpillar within 36 days.

A telex message to the Ogden group headquarters at Otley, Yorks., quickly sparked off action in the company's works and administrative offices and within four days the machine was on the high seas bound for Hong Kong, to arrive ahead of schedule.

The company – one of 11 in the group – specialize in the sale of used earthmoving equipment. They export much of this equipment to markets in Europe, the Middle East, Malaysia and as far afield as the Philippines.

Mr. Whitehead's recent trip is expected to net more than £500,000 in orders. In his efforts to break into new markets Mr. Whitehead praises the work done by Commercial Officers attached to the British High Commissions in Singapore, Kuala Lumpur, Manila and Australia.

Marketing know-how for Scandinavia

A licence to operate in Scandinavia a British-built scheme of training courses in marketing has been negotiated, on a royalty basis, by Marketing Training Ltd., a division of the non-profitmaking Institute of Marketing.

Mr. W. Deneen pulled off the deal in Helsinki with a firm of Finnish management development consultants, Liikkeenjohndon Valmennuf Oy. Representatives of the Helsinki consultants will attend courses in Britain and take back with them the full instructional documentation for use in Finland, Sweden, Norway and Denmark.

Yacht for Norway

Norway's biggest shipowners have ordered an Ocean 71 – claimed to be the world's largest glass-fibre sailing yacht – from Southern Ocean Shipyards Ltd., Poole, Dorset. She will be the third to be launched, the second to be sold to Norway, and will cost well in excess of £75,000.

The purchasers are Sig. Bergesen DY & Co., Oslo, head of a group of 11 companies. Their fleet includes some of the world's largest tankers.

Engineering commissions

Beverley Chemical Engineering Co. Ltd., commissioning engineers of Billingshurst, Sussex, have commissioned recently, in a period of one month, a Beverley automatic pipe wrapping plant in Poland; pitch handling installations on aluminium reduction plants in Romania and Bahrain, and heating of a Proctor Dalglish stenter in Nigeria.

Another recent order was by Singer Cobble Ltd., Blackburn, for a Turbofin horizontal fluid heat generator. This unit will form part of a Singer Cobble split zone drier, used in the production of chemically blown PVC film, soon to be installed in Czechoslovakia.

Industrial scales for Pakistan

An order from Pakistan for 61 industrial scales has been won by Ashworth Ross & Co. Ltd., manufacturers of industrial scales and weighbridges, of Dewsbury, Yorks. The order opens up a new major market for Ashworth Ross, a member of the Avery group of companies, and was placed through the firm's Pakistan agents, Bidco Agencies, Karachi. It follows a visit to Dewsbury by Mr. S. Iqbal Ahmed.

Record aeronautical exports

Rosemount Engineering Co. Ltd., Bognor Regis, Sussex, announced a record half-yearly order intake of £100,000 for the export of aeronautical equipment.

One order, worth £22,000, was for the flight test equipment and temperature measuring equipment for the new Franco-German airbus, the A300B.

Repeat formaldehyde plant contract

Davy-Ashmore's process engineering subsidiary in America is to supply a second 100-million lb/year formaldehyde plant to Georgia Pacific Corporation, to be installed at Vienna, Georgia. It is scheduled for completion in late 1971.

This follows the successful completion of a similar plant last year for the same client at Crossett, Arkansas. Both formaldehyde plants rank equally as the largest of their type in the world.

Communications equipment for Brunei

The Government of Brunei has placed a contract worth more than £250,000 with International Aeradio Ltd., Southall, Middx., for the provision and installation of communications facilities for the new international airport under construction in Brunei. The facilities include ground-to-air VHF communications equipment and navigational aids, the public address system for the terminal building and mobile radio equipment for the airfield vehicles.

Large Venezuelan order

ME Boilers Ltd., Fengate, Peterborough, have received their third large export order this year for high-pressure coil boilers. The order – placed by Bataafse Internationale Petroleum MIJ, The Hague, Holland, and worth close to £325,000 – is for boilers intended for use in oil recovery by steam injection purposes at Lake Maracaibo, Venezuela.

Damaged switchboards to be replaced

Telecommunications equipment damaged during typhoons in Malaysia are to be replaced by Plessey Telecommunications group. A £42,000 contract signed by the Malaysian Government calls for 80 replacement telephone switchboards. All of the floor-mounted type, they are to go to government offices, hotels, hospitals and small businesses. Each provides facilities for 10 exchange lines and 50 extensions.

They are to be manufactured at the group's Beeston (Nottingham) factory.

£200,000 machine tool equipment orders

The Dex machine tool division of Coventry Precision Ltd., a Dowty group company, recently won orders for machine tool equipment worth nearly £200,000. These are for complex multi-drilling heads, one of which, for delivery to Australia, is a five-in-one head weighing more than seven tons. Other multi-drilling equipment has been ordered for France, Germany and Sweden.

Fork-lift trucks for Tunis

John Manna & Co. Ltd., Southend-on-Sea, have been awarded a contract to supply trucks and spare parts to the value of £114,000. The contract was obtained against fierce competition from many countries.

Main cables, each 92mm. diameter, are being manufactured at British Ropes' Doncaster plant for the Rio Parana bridge in Argentina. This is the first major suspension bridge in South America to be supplied with cables by the company. Total value of the order is approximately £250,000 and includes 400 tons of bridge cable plus ancilliary ropes and fittings. The bridge, an £8 million project, is of stayed deck design with a main span of 245 metres; it will link the provinces of Chaco and Corrientes in northern Argentina. It is being built by the Argentine-Italian bridge consortium, Consorcio Chaco Corrientes of Buenos Aires.

Friction welding orders for Europe

Orders from European car manufacturers for friction welding systems worth over £160,000 have been placed with the Clarke Chapman-John Thompson group, Ettingshall, Wolverhampton.

French orders comprise two fully automatic double-ended 12-ton machines, and one 12-ton hand-loaded machine, for the welding of Citroen car suspension units, also one 50-ton hand-loaded sliding-head machine for the welding of forgings for Barriole and Dalliere. The Citroen order is a repeat of a contract completed in 1969.

Izar of Spain have ordered a hand-loaded 12-ton machine for welding twist drill blanks.

Discussions are also taking place with other major European car manufacturers, including Peugeot and Ford of Germany, for the sale of further welding systems.

SUCCESS FOR FILMS AND CARS

Now receiving its third showing on BBC Television, 'Golden Silents,' jointly produced by Mitchell Monkhouse Associates and the BBC, looks like being a great success as the Mitchell Monkhouse Associates' 'Mad Movies' series. Mr. Henry Howard, managing director of MMA, visited Berlin recently to sign a £39,000 contract with West German Television for the sale of the 26 half-hour 'Golden Silents' programmes. The series has thus been sold to three countries, 'Mad Movies' has already been sold to 22 countries.

MMA are not merely film producers, however, for in the past few weeks their presentations company launched the British Leyland Morris Marina and other outstanding British products. The Marina was launched at the Palais de Festivals, Cannes. The launching included a one-hour show, using all 10 cars in the Marina range. To achieve this, 1,300 seats were taken out of the auditorium and a vast stage of curved ramps, flying screens and 'revolves' was built over the existing stage and auditorium, enabling a ballet of cars to be staged at the end of the presentation.

Low-cost housing in Bermuda

Drake & Scull Engineering Ltd., Southampton, have won an order worth about £93,000 for the design and installation of electrical and plumbing services for 152 Modus dwellings on two sites near Hamilton in Bermuda. The main contract for this housing scheme is being undertaken by Modus Building Systems Ltd., Oxford, for the Public Works Department in Bermuda.

Services within the buildings will be prefabricated in the United Kingdom and shipped abroad for site assembly.

Equipment for West Pakistan

British Ropes have received orders to supply cables, tensioning gear and other ancillary equipment for two suspended pipebridge crossings forming part of an £8-million project to extend an existing large supply system for distribution of natural gas into the northern areas of West Pakistan. Total value of the order placed with British Ropes by Sui Northern Gas Pipelines Ltd. is about £60,000.

Consulting engineers for the crossings (of Indus and Kabal rivers) are Freeman, Fox and Partners, London.

Vibrating equipment for Far East

Seventeen heavy-duty vibratory screens and electromagnetic feeders are being supplied by GEC-Elliott Mechanical Handling Ltd. to Polysius Ltd., Ascot, Berks., for installation in new cement works in Thailand and South Korea.

In Thailand the new works of Siam City Cement Co. Ltd., engineered by Polysius Ltd., is located at Saraburi and will have a plant capacity of 1,700 tons/day.

Two new cement works in South Korea are being engineered by Polysius SA of Paris (a sister company of Polysius Ltd.) – a 3,000-tons/day plant for the Yong Wol district and a 3,500 tons/day plant in the San Chok district. At each plant the vibratory equipment is designed to handle hard limestone and cement clinker to crushers, mills and storage.

Mobile hospital unit for Iran

A fully equipped 60-bed mobile field hospital, the first of seven to be built for the Imperial Iranian Armed Forces, was recently completed by Rollalong Ltd., Ringwood, Hants., under a £1.25 million contract with the London-based Medical Supply Association (International) Ltd. The hospital, which is trailer-mounted and may be used in a mobile or static role, comprises 25 trailers which include surgical, X-ray, dental and laboratory units, kitchens, rest room, dining room, and staff and patient dormitories.

Each trailer is supplied complete on a turn-key basis with every necessary piece of equipment, both medical and domestic, right down to the last hypodermic needle and the last piece of bed linen. The equipment numbers 420 individual items making up a gross total of 8,540 pieces.

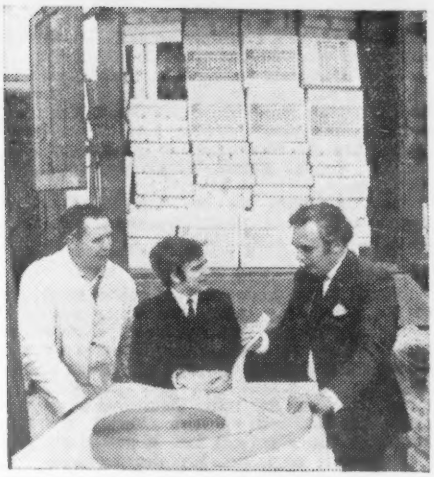
Two sales of piping system

Two sales of the Humphreys & Glasgow computerized piping system have been announced by the National Computing Centre Ltd., Manchester, who are marketing the system under the name of RAPID.

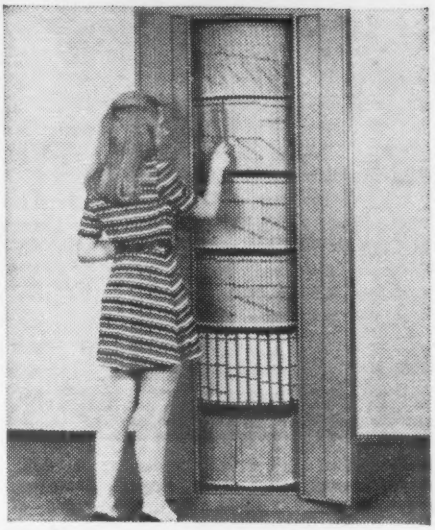
Montecatini Edison, Spa., Milan, the Italian chemical company, recently took delivery of the isometric drawing package for integrating into their own material procurement system and Institut fur Schiffbau, Rostock, DDR, have acquired the complete package for installation during the summer of 1971.

Cattle for Greece

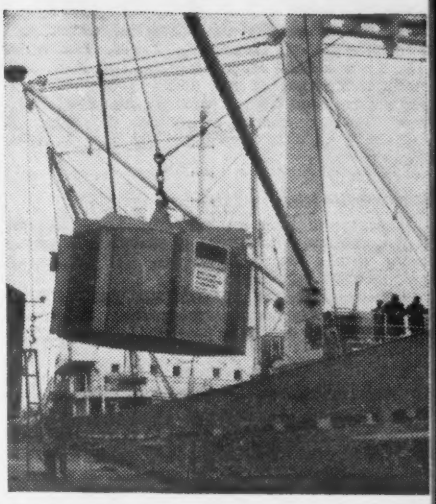
United Livestock, London, report an initial order booked at the recent Paris International Agricultural Exhibition for 520 head of cattle for Greece. The value of this order is £35,620. If this first consignment proves satisfactory, an order for 2,000 head of cattle is expected to follow.



Vulcascot Ltd., the Acton-based engineering firm, recently shipped their biggest single export consignment of rubber conduit strip – and the £7,000 order placed through the firm's French distributor now puts overseas sales running ahead of home market consumption for the first time. Turnover on export sales has doubled in the past 12 months – with some 25 miles of the strip sold abroad. Pictured here, checking the latest export order as it is loaded into British Rail containers, are (left to right) Mr. Eric Roberts, warehouse foreman, Mr. B. Copeman, export manager, and Mr. S. Wauchop, marketing manager.



Mr. David Greenhalgh, chairman and managing director of ADM Business Systems, told a press conference in London recently that a subsidiary company set up in New York last November to market their RotaScan retrieval system was already showing a profit and was expected to produce a turnover in excess of $1 million in this financial year and contribute more than £80,000 annually to group profits by March, 1974. Picture shows ADM's RotaScan retrieval system cabinet which provides access from all four sides if necessary.



Pictured during loading operations at Liverpool is Wellman plant which forms part of a £1.5 million order for Yugoslavia. The Macedonian Yugolinija Line is shipping the plant for installation at the Skopje steelworks of Rudnici i Zelezara. Wellman Incandescent Furnace Co. Ltd., Smethwick, Worcs., are supplying re-heating, coil annealing and atmosphere generating plant which will form part of a major expansion programme at the steelworks. Associated handling equipment for the Wellman Incandescent plant is being produced by Wellman Mechanical Equipment Ltd., Darlaston, Staffs.

Oil-free gas boosters for India

Two rotary gas boosters, specially chosen for their oil-free characteristics, are being supplied for off-loading liquefied petroleum gas from rail-cars in Bhopal, India. The boosters, manufactured by Northey Rotary Compressors Ltd., Poole, Dorset, have been ordered by W. C. Holmes and Co. Ltd., Huddersfield, Yorks., who are constructing a butane-air mixing plant for Heavy Electricals (India) Ltd. The boosters will be used to pump butane vapour into the rail-cars to force out the liquefied petroleum gas into fuel gas storage tanks.

Equipment for West African cement works

Todd Combustion Ltd., Swanley, Kent, a member of the CEA group, is supplying kiln equipment (pumping equipment, steam raising plant, pipework and fittings) for a third kiln being built at the Portland Cement works at Ewekoro.

Machine tool order from USSR

Mr. John M. Brice, managing director, and Mr. Lawrence H. Fort, marketing director, have returned from the USSR with a contract valued at £1.25 million for the supply of 132 Brown & Sharpe automatic lathes to be built in Plymouth, Devon. This order—the result of long negotiations both in London and Moscow—was won against strong West German and Japanese competition.

Orders booked at Hanover Fair

Two British firms exhibiting on the joint venture of the Lighting Industries' Federation at the Hanover Fair took good orders on the first morning.

Merchant Adventurers Ltd., London, manufacturers and designers of architectural lighting fittings, booked their first substantial order for delivery to Spain, within 20 minutes of the fair opening – for 100-watt, 12-volt framing spots required for art galleries and museums. The company were exhibiting at Hanover for the fourth consecutive year.

Emess Manufacturing Co. Ltd., London, booked orders to the value of four figures from South Africa, the United States, Canada, the Federal Republic of Germany, and the Irish Republic, while a Swiss buyer ordered 1,000 interior lamps and outdoor lanterns. Forty out of a total of 100 highly specialized, handmade-lamps, each costing £100, were ordered within the first two hours.

Orders worth over £1 million

In the first three months of this year Platt International Ltd. – the textile machinery division of Stone-Platt Industries – received orders exceeding £11 million for machinery which is to be delivered during 1971 and extend into the second quarter of 1972.

The orders, booked against formidable competition from the Continent and Japan, will be manufactured in Platt International factories in Lancashire. The machinery is destined for operation in Australia, Brazil, Pakistan, Bulgaria, Italy, Iran, Turkey, France, Portugal, Taiwan, South Africa, Nigeria, Yugoslavia, and other countries.

Repeat orders for polyester processing machinery have also been reported from the United States and South America.

The dyeing and bleaching division at Leeds report orders for the 'Ventura' jet dyeing machine from South America, the United States and New Zealand.

Initial £10,000 order

William Lee Malleable, the Tarmac group engineering division foundry at Dronfield, near Sheffield, has won a £10,000 order from a major axle manufacturer in West Germany.

Mr. S. Heginbotham, director and general manager, said: 'The initial order is for trailer hub castings. It is envisaged that this will be the first of a series of orders, and that in the future other castings in the customer's wide range will be produced.'

Turbines for Tanzania

Greenwood & Batley Ltd., Leeds, have received an order worth almost £100,000 for turbines for Tanzania. They will be installed in a sugar factory for which the main contractor is Fletcher and Stewart Ltd., of Derby.

Two multi-stage turbo-alternators and four single-stage geared units are being supplied.

Economic Trends

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Overseas Trade and Exports

United Kingdom trade with China

BRITISH FIRMS' sales to China totalled £44.6 million in 1970 and prospects for the future look promising. China is now thought to be set for a period of development involving some re-equipment of her industry and a consequent need for imports, particularly in the fields of transport and communications (aircraft, shipping, railway equipment, commercial vehicles), scientific instruments, machine tools and complete plant. Further indications of import requirements are expected to emerge as China enters her new Economic Plan period.

United Kingdom imports in 1970 amounted to £33.5 million. New quota levels have been established for 1971 for those goods subject to quantitative restriction and details are given below. Some additions have been made to the list of Chinese goods enjoying unlimited access to the United Kingdom market.

Commodity	£'000 or quantity
1 Canned pigmeat, including canned ham	400
2 Poultry, frozen or in airtight containers	158
3 Fully cooked pigs' liver and lungs for human consumption	100
4 Shellfish packed in airtight containers	50
5 Other fish and shellfish, not frozen	20
(Note: The following items are not now subject to quantitative restriction: All live fish and shellfish; Fresh water fish in any form; Sea fish, salted in brine, dried or smoked; Fresh and frozen sturgeon; Frozen prawns; Prepared and preserved fish including caviar and caviar substitutes; Canned salmon; Cockles, mussels and winkles, fresh; Prawns and shrimps, fresh or simply boiled in water, not in airtight containers)	
6 Butter	100 (a)
7 Processed milk	25
8 Vegetables preserved by freezing being: Asparagus; green beans; beetroot; broccoli and cauliflowers; brussel sprouts; carrots; celery; cucumbers (other than gherkins); herbs; lettuce and endive; mushrooms; dry bulb onions and shallots; green peas; radishes; rhubarb; spinach and turnips	200 tons
9 Dried vegetables being: Asparagus; green beans; beetroot; broccoli and cauliflowers; brussel sprouts; carrots; celery; cucumbers (other than gherkins); herbs (other than in bulk); lettuce and endive; mushrooms; dry bulb onions and shallots; radishes; rhubarb; spinach and turnips	30
10 Fruit preserved by freezing being: Apples; cherries; gooseberries; loganberries; pears and and plums	420 tons
11 Dried fruit being: Apples; cherries; gooseberries; loganberries; pears and plums	55
12 Canned and bottled vegetables being: Asparagus; green beans; beetroot; broccoli and cauliflowers; brussel sprouts; carrots; celery; cucumbers (other than gherkins); herbs; lettuce and endive; mushrooms; dry bulb onions and shallots; green peas; radishes; rhubarb; spinach and turnips	60
13 Canned and bottled fruit being: Apples; cherries; gooseberries; loganberries; pears and plums	110
14 Juices of apples, blackcurrant and pears	25
15 Yarns, threads and woven fabrics of cotton and rayon or mixtures thereof	157·75
16 Manufactures of cotton, linen and man-made fibres (of which not more than £63,000 for cotton towels and £25,225 for cotton handkerchiefs), *other than* yarns, threads and fabrics; stockings, socks and footwear; knitted gloves, cut and sewn; embroidered linen handkerchiefs (b)	231·25 (b)
17 Cotton bath mats	26·25
18 Thrown silk yarns	10
19 Woven fabric of silk of a weight exceeding 12 oz. per 7 sq. yd. in the gum, or exceeding 10 oz. per 7 sq. yd. not in the gum	650
20 Woollen knitwear, other than gloves, stockings or socks	35
21 Woven fabric of wool	20
22 Gloves of all kinds	154
23 Headgear, not being wholly or partly of wool or fur felt	692
24 Footwear, other than entirely of raffia, straw, twine or rope	110
25 Non-electric clocks (of which not more than £21,000 for alarm clocks)	70
26 Pottery (of which not more than £100,000 for ornamental pottery)	205·5
27 Enamelware	14

(a) The quota year for butter runs from April 1, 1971-March 31, 1972
(b) Separate facilities exist for embroidered linen handkerchiefs and licences are available up to the full value requested.

TRADE AND FINANCIAL ARRANGEMENTS

Where further information is available to inquirers, it may be obtained from either Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London, SW1H 0ET (Tel. 01-222 7877), or Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) together with the appropriate telephone extension number.

UNITED KINGDOM AID TO DEVELOPING COUNTRIES – TURKEY: Britain is to lend Turkey £6.7 million for the supply of British equipment and services for the contruction of facilities to produce triple super phosphate (TSP) fertilizer at Iskenderun and Yarimca. The new loan is provided as part of Britain's continuing aid to Turkey as a member of the OECD's Aid to Turkey Consortium. It will be made available in two parts each with different terms. £1.2 million will be interest-free with 25 years maturity

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and two-five years grace representing the balance of previous project aid pledged on those terms through the Consortium. £5.5 million will be at the current terms of 2 per cent interest, 25 years maturity and seven years grace. This project will have an important place in Turkey's import substitution programme as fertilizers are a major item in the import bill. It covers a proposal by the Turkish private sector company, Gubrikalari, to establish a sulphuric acid plant at Iskenderun and phosphoric acid plants at both sites; to convert plant at Yarimca to TSP production; to increase capacity at both Iskenderun and Yarimca to about 450,000 tons of TSP per annum; and to expand and reconstruct the infrastructure at both sites. Main contractors for the design, process technology, procurement and construction of the fertilizer complex will be Woodall Duckham Ltd., process engineers of Crawley, Sussex, who won the £10 million contract from Gubre Fabrikalari in the face of strong international competition. As well as providing technology and plant construction, Woodhall Duckham are to equip both sites with extensive bulk handling plant. The provision of British equipment and engineering services is to be financed from the British loan, and Turkish goods and services from Turkish loans.

INDONESIA: Britain has promised Indonesia £9.7 million of aid for the financial year 1971/72. This pledge was among those made by the members of the Inter-governmental Group on Aid to Indonesia at their 10th meeting which took place in Amsterdam. Western governments and Japan are represented in the Group. Britain's contribution will consist of £5 million for project aid, £0.7 million for food aid and £4 million for aid for general imports. Reference CRE 25670/G.

CRE Ext. 2253

CZECHOSLOVAKIA AND ITALY: A Protocol to the 1970-74 Trade Agreement between Italy and Czechoslovakia was signed in Prague on March 10, 1971. The terms of the Protocol cover the period January 1-December 31, 1971. A full list (in Italian) of the quotas to be exchanged between the two countries is available on application.

EDB Ext. 466, 467, 482

HUNGARY AND ITALY: It has been reported that a protocol governing trade between Hungary and Italy in 1971 was signed in Budapest on February 13, 1971. Hungary's exports to Italy will include beef-cattle, beef, sheep, incandescent lamps, electric bulbs for cars, fluorescent tubes, machine tools, chemicals, textiles and timber. Italy will export to Hungary chemicals, rolled steel plates, tubes, textile fibres, precision engineering products, citrus fruits, textiles and other consumer goods. Details including the commodity lists for 1971 (in Italian only) are available to British exporters.

EDB Ext. 466, 467, 482

HUNGARY AND ROMANIA: A long-term Trade and Payments Agreement between Hungary and Romania for 1971-75 was signed in Budapest on March 10, 1971. The Agreement envisages a 90 per cent increase in trade between the two countries. Hungarian exports to Romania will include machine tools, vehicles, machinery for the food, chemical and building industries, electronic and medical devices, rolled steel, aluminium products and medical products. In return Romania will provide transport and agricultural vehicles, cars, building machinery, boilers, turbines and generators, gas, timber, chemicals and building materials. Industrial co-operation will continue chiefly in the production of public vehicles, food-processing and agricultural machinery and machine tools.

CRE Ext. 2267

For the fourth successive year, a gold medal has been awarded to Rank Xerox Ltd. at the Leipzig Spring Fair. It is believed to be the first time that a Western European firm has won four medals in succession. This year's gold medal was for the Rank Xerox 1860 *printer, which copies engineering drawings up to* 36 *inches wide on to ordinary paper. The picture shows Mr. Gordon Planner, general manager of Rank Xerox East European Operations (third from right), receiving the award from the gold medal award committee.*

ITALY AND THE USSR: Following the Long-Term Trade Agreement signed in Moscow on January 15, 1970 between Italy and the USSR covering the period January 1, 1970 to December 31, 1974, the Italian *Informazioni per il Commercio Estero* published details of the formalities regulating trade between the two countries for 1971 as set out in an exchange of letters dated March 12, 1971. Italian exports to the USSR will include fruits, wines, yarns, fabrics, iron and steel, machine tools, various types of machinery, steel containers, electrical products, vehicles and spare parts, rolling stock and fertilizers. Soviet exports to Italy will include electrical products machinery and equipment, crude oil and fuel oil, chemical products, iron and steel, natural graphite, paper and paper board and brandy.

EDB Ext. 466/7

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Turkey, Brazil, Norway, Nicaragua and Jordan have been published in the 'Hints to business men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Department of Trade and Industry, Room C07, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7146), or to any Regional Office if the Department of Trade and Industry.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Trade and Industry, *Room* 437, *Department of Trade and Industry,* 1 *Victoria Street, London, SW1H 0ET (Tel.* 01-222 7877, *Ext.* 2653/6) *not to HMSO.*

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Tariff and trade notices and commercial information from overseas

The Department of Trade and Industry can usually provide exporters with further information on the notices published in this section. The branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London, SW1H 0ET (Tel. 01-222 7877); Export Services Division (ESD) and Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) together with the appropriate telephone extension number.

European Communities

COMMON AGRICULTURAL AND FISHERIES POLICY: The texts of the following Regulations which affect the various agricultural and fisheries sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts of the Regulations may be seen on application.

Oilseeds

Regulation (CEE) No. 651/71 relates to certain methods of application for export refunds for oilseeds (*Journal Officiel* No. L75 dated March 30, 1971).

Fisheries

Regulation (CEE) No. 889/71 fixes the coefficients used for calculating the indemnities and financial compensations for fish products withdrawn from the market and for calculating the purchase price of sardines and anchovies. (*Journal Officiel* No. L97 dated April 30, 1971).

Fruit and vegetables – (Correction)

Trade and Industry dated April 7, 1971 (pages 57/9) contained an announcement about **Regulation (CEE) No. 604/71** establishing a list of representative markets for the production of fruit and vegetables covered by Annex I of **Regulation (CEE) No. 159/66.** The *Journal Officiel* No. L97, dated April 30, 1971, contains a correction to this Regulation.

Milk and milk products – (Correction)

Trade and Industry dated April 21, 1971 (pages 156/7) contained an announcement about **Regulation (CEE) No. 668/71** modifying **Regulation (CEE) No. 823/68** determining the grouping of products and the special provisions for calculation of the levies in the milk and milk products sector. The *Journal Officiel* No. L95 dated April 28, 1971 contains a correction to this Regulation.

EDB Ext. 7174, 408

IMPORTS FROM NON-MEMBER COUNTRIES: Announcements were published in *Trade and Industry* dated December 23, 1970 (page 563), March 17, 1971 (page 618), April 7, 1971 (pages 57/9), April 28, 1971 (page 213) and May 5, 1971 (page 263) about the publication, in the *Journal Officiel des Communautés Européennes*, of details of goods which, under Article 115 of the Treaty of Rome, will not benefit from Community treatment when imported by a Member State even though they may be accompanied by a circulation certificate. The *Journal Officiel* No. L93 dated April 26, 1971 contains the texts of the following Decisions, which may be seen on application.

Decision No. 71/173/CEE authorizes Italy to exclude from Community treatment toys (Common Customs Tariff No. 97.03) originating in Japan and freely circulating in the other Member States.

Decision No. 71/178/CEE authorizes Belgium, Luxembourg and the Netherlands to exclude from Community treatment men's and boys' undergarments, including collars, detachable collars, shirt fronts and cuffs (Common Customs Tariff No. 61.03) originating in Romania and freely circulating in the other Member States.

Decision No. 71/179/CEE authorizes Belgium, Luxembourg and the Netherlands to exclude from Community treatment woven fabrics of man-made fibres (discontinuous or waste) (Common Customs Tariff No. ex 56.07) originating in Hungary and freely circulating in the other Member States.

....EDB Ext. 7174, 408

CUSTOMS LEGISLATION: The *Journal Officiel des Communautés Européennes* No. L95 dated April 28, 1971 contains the text of **Regulation (CEE) No. 861/71** relating to determining the origin of tape recorders. The French text of the Regulation may be seen on application.

EDB Ext. 7174, 408

Italy

LAW ON SYNTHETIC DETERGENTS: Law No. 125 published in the Italian *Gazzetta Ufficiale* of April 3, refers to the biodegradability of synthetic detergents. The following extracts cover the main points:

Article 1. In order to protect surface and underground waters from pollution arising from the use of detergents, synthetic detergents contained in products intended for washing and cleansing, and synthetic detergents alone, must be biodegradable to the extent of at least 80 per cent. Compliance with the requirement of the foregoing paragraph must not involve the use of detergents which, under normal conditions, may cause harm to human or animal health.

Article 2. It shall be prohibited to produce, hold for trade, place on the market or introduce into Italian territory synthetic detergents not meeting the requirements shown at Article 1. The use shall also be forbidden of such products by industrial establishments or public undertakings.

Article 4. Prepacked synthetic detergents must show on the package or label attached thereto, in indelible and legible characters, the name of the product, name, company name or registered mark, the head office of the producer, location of works and the body responsible for marketing, the percentage biodegradability of the product, instructions for use and the net amount by weight or volume. Synthetic detergents sold loose must be placed on sale with reference to the percentage biodegradability. Non-compliance with these requirements may lead to heavy fines or prosecution.

This Law will be effective six months from April 3, 1971 the date of publication in the *Official Gazette*.

A maximum period of six months is granted from the effective date of the Law for disposal of stocks of synthetic detergents not meeting the requirements shown in Article 1 above. A copy of the Italian Law may be seen on application.

EDB Ext. 466, 467, 482

Registered trade mark (r t m) goods in overseas tariff list

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of Trade and Industry *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category are preceded by the letters 'r t m'. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the descriptions stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Turkey

PRICE CONTROL OVER IMPORTS: A communique issued by the new Ministry of External Economic Relations and published in the Turkish *Official Gazette* No. 13811 of April 16 requires importers from now on to report in advance of importation the unit price and the quality of the commodities to be imported. The communique, which amends paragraph 2 of Article 5 of the current import regulations, requires all importers when applying to authorized banks for foreign currency allocations or, in the case of industrialist importers, to the Ministry of External Economic Relations for a 'requirement certificate', to give details of the unit price, quality and characteristics of the goods to be imported, in addition to the information previously required. This will enable the Turkish authorities to compare the price of the proposed import with the current actual foreign market price before approving the import request.

EDB Ext. 420, 475

Federal Republic of Germany

IMPORT LICENSING: The Federal German authorities have recently invited applications from importers in Germany for import licences in respect of the following goods. (The numbers in brackets are the relevant Brussels Nomenclature Tariff Numbers.)

Goods from the United Kingdom and dependent overseas territories of the United Kingdom

Breakfast food (ex 1902)
Preserved vegetable except potato preparations (ex 2002); where not liberalized
Marmalades and table jellies (ex 2005); where not liberalized
Vegetable prepared with or preserved with or in vinegar (ex 2001); where not liberalized
Cocoa preparations (ex 1902).

Goods from dependent overseas territories of the United Kingdom

Ginger, preserved with sugar (crystallized) or glacé
Preparations of ginger in syrup – where not liberalized – (ex 2004 and ex 2006).

EDB Ext. 466, 467, 482

Spain

CUSTOMS TARIFF MODIFICATIONS: In the Spanish *State Gazette* of April 24, the Spanish authorities announced modifications to the Spanish Customs Tariff affecting the following tariff headings: 29.04-A.4 (a) and (b); 29.05-A.5; 32.09; 38.19-H; 84.59-I and 87.01-B.(1) and (2).

EDB Ext. 460, 462

Malta

MINIMUM STANDARDS: The Malta *State Gazette* of April 13 published details of an Act setting up the machinery to empower the Malta Board of Standards to set minimum quality standards for all types of goods other than food and lay down codes of practice covering industrial and commercial activities. Adherance to the standards laid down is obligatory and legal action can be taken against those who are guilty of infringement of the regulations in any way. The new legislation represents a definite departure from previous practice where general guidelines have been issued by the Board of Standards, these being based largely on the equivalent practice in the United Kingdom. Any order made by the Board under the Act will be published in the Malta *Government Gazette* and a notice will be inserted in *Trade and Industry* accordingly.

EDB Ext. 471/2/3

Qatar

CYCLAMATES: The Qatar Government is preparing legislation to ban the use of cyclamates. This legislation may not appear for some months but the Qatar Government chemist, who carries out random tests on all foodstuffs imported into Qatar, is meanwhile declaring as unfit for human consumption any samples found to contain cyclamates.

EDB Ext. 420, 475

Turkey's first factory to be built specifically for the large-scale production of 'fastener' components is to use heat treatment plant manufactured by Wild Barfield Process Heating Division, Watford. The equipment, valued at over £100,000, is being despatched this month. The factory-owner, Mr. I. Gücüm (Gücüm Givata Ticaret Ve Sanayi AS), visited Wild Barfield recently to finalize layout of the equipment. Picture shows (left to right): Mr. A. V. Skelsey (managing director, WB PH Division), Mr. I. Gücüm, and Mr. R. C. Ray (marketing director, WB PH Division), at the Watford headquarters of Wild Barfield.

Israel

TARIFF AMENDMENTS: Amendments have been made to the Israeli Customs Tariff which affect the following tariff item numbers:

Ex 02.01	Ex 40.06	Ex 61.09	Ex 83.23
Ex 03.01	Ex 40.14		Ex 84.11
Ex 09.01	Ex 48.01	Ex 68.13	Ex 84.22
	Ex 48.05		Ex 84.52
Ex 17.03	Ex 50.09	Ex 70.03	Ex 84.53
	Ex 50.10	Ex 70.04	Ex 84.55
Ex 25.23	Ex 51.01	Ex 70.05	Ex 85.22
Ex 27.10	Ex 51.04	Ex 70.20	Ex 87.02
	Ex 55.05	Ex 71.02	Ex 87.05
Ex 32.07	Ex 55.09	Ex 73.10	Ex 87.06
Ex 32.09	Ex 56.07	Ex 73.11	Ex 87.09
Ex 39.01	58.04	Ex 73.14	Ex 87.12
Ex 39.02	Ex 58.05	Ex 73.15	Ex 90.07
Ex 39.05	Ex 59.13	Ex 82.02	Ex 91.08
Ex 39.07	Ex 60.06	Ex 82.05	Ex 91.11

EDB Ext. 420, 475

SEMI-LIBERALIZED LIST OF IMPORTS: The Israeli Authorities have announced the following additions to the semi-liberalized list of imports:

Tariff No.	Description of Goods	Import duty	As from
3907-9960	Plastic face protectors	60% but not less than IL. 4·00 each	April 5, 1971
39.07-9970	Plastic protectors against noise, for covering the ears	40% but not less than IL. 8·00 a pair	April 5, 1971
68.13-2000	Protective garments made from asbestos	25% + IL.20·00 per kilo	April 5, 1971
85.15-1000 to 85.15-3090	Radiotelegraphic and radiotelephonic transmission Receiving apparatus	30%	March 29, 1971

EDB Ext. 420, 475

PREVENTION OF AIR POLLUTION BY VEHICLES: The Israeli Ministry of Transport has advised that they will require all petrol propelled motor vehicles, which will be manufactured or imported as from the 1972 models, to be fitted with a device to prevent discharges from the crank-case. Tests of carbon monoxide (CO) will also be made during idle action to ascertain that the percentage of CO (in units of volume) does not exceed 4.5 per cent.

EDB Ext. 420, 475

Algeria

ESTABLISHMENT OF TWO NEW STATE ORGANIZATIONS: The Algerian *Journal Officiel* of March 30 announced the establishment of two new state organizations. (1) L'entreprise nationale de commerce d'outils de quincaillerie et d'équipment ménager. (ENC outils/ménager). This organization has been awarded the monopoly of importation, exportation and distribution of ironmongery products and household equipment. (2) La Societe nationale de commercialisation et d'applications techniques de matériel électro-domestique, électrique, radio-television, de conditionment d'air et de réfrigération (SO.NA.CAT). This organization has been awarded the monopoly of importation, exportation and distribution of domestic electrical appliances (including radios, televisions, air conditioning and refrigeration equipment). The State electronics organization, SONELEC is exempted from the monopoly and will continue to import the above items for use on its own account. The date from which these two monopolies will take effect has not yet been decided.

EDB Ext. 420, 475

Republic of South Africa

CUSTOMS TARIFF APPLICATION: Customs Tariff Application List No. 525, published in the South African *Government Gazette* of April 3, contains applications to the Board of Trade and Industries for increase in duty on the following:

1. Vinyl acetate monomer from 10 per cent *ad valorem* to 20 per cent *ad valorem* or 1.60 cents per lb.

2. Fork lift trucks from 17 per cent *ad valorem* (general) and 10 per cent *ad valorem* (United Kingdom and Canada) to 27 per cent *ad valorem* (general) and 20 per cent *ad valorem* (United Kingdom and Canada).

Those British trade organizations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association. If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Division.

CRE Ext. 2274

Sierra Leone

CUSTOMS TARIFF AMENDMENT: Public Notice No. 22 of 1971, The Customs Tariff Act, 1968, published in the Sierra Leone *Official Gazette* of April 15, amends Part A of the First Schedule to the Customs Tariff Act Tariff number 27.09/10, with effect from March 19 as follows:

B.	Motor spirit, including aviation spirit	the hundred gallon	Le. 31·00
C.	Kerosene, including illuminating oil	the hundred gallon	Le 14·00
D.	Other fuel oils including aviation turbine fuel (other than kerosene), diesel, gas, furnace oil, etc.	the hundred gallon	Le 24·00

EDB Ext. 471/2/3

Kenya

IMPORT LICENSING REGULATIONS: Legal Notice No. 90 published in the Kenya *Gazette* Supplement of April 30, announced with effect from April 22, the Imports, Exports and Essential Supplies (Imports) (Amendment) (No. 5) Order, 1971, which amends the First Schedule to the Imports, Exports and Essential Supplies (Imports) Order, 1968 (published in the *Board of Trade Journal* of December 13, 1968, pages 1662-1664) by the addition of the following new item:

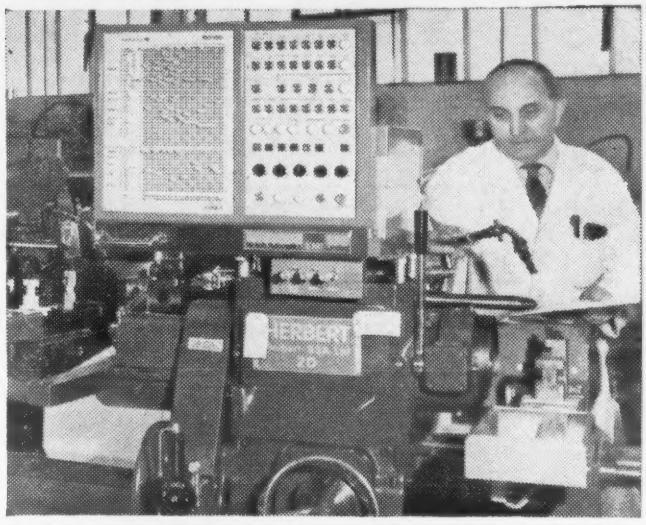
Code	Item
899 5 9 0	Toilet paper rolls and paper serviettes

Note: All goods listed in the First Schedule to the Imports, Exports and Essential Supplies Order, 1968, are prohibited from being imported into Kenya without a specific import licence.

EDB Ext. 471/2/3

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.



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Ceylon

STATE TRADING CORPORATIONS: *Trade and Industry* of February 10 reported that The Sri Lanka State Trading (General) Corporation had, initially, taken over the Ceylon import monopoly of motor car horns, bulbs and spark plugs but would progressively take over monopoly of other imports. The Corporation has now taken over a further batch of commodities including, *inter alia*, ferrous and non-ferrous base metals, various items of sanitaryware, plate glass, inboard and outboard marine engines, and photographic films and chemicals.

EDB Ext. 471/2/3

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Malaysia

CUSTOMS DUTIES: The Malaysian *Government Gazette* dated April 15, 1971, published the Customs Duties (Amendment) (No. 3) Order 1971 which amends the First Schedule to the Customs Duties Order, 1968: (i) by deleting the items bearing heading numbers 84.11 210 and 84.11 290; and (ii) by inserting in their appropriate places the items appearing in the schedule below. (The old tariff rates are shown in brackets).

Heading No.	Description of goods	Unit of quantity	Federation Common Tariff
84.11	Air pumps, vacuum pumps and air or gas compressors (including motor and turbo pumps and compressors, and free-piston generators for gas turbines); fans, blowers and the like:		
	Compressors:		
210	In sealed units for refrigerating equipment and air-conditioning units	No.	20% (20%)
290	Other	No.	Nil (20%)

Customs Duties (Amendment) (No. 4) Order, 1971 (also published in the *Gazette* of April 15) states that the First Schedule to Customs Duties Order, 1968 is amended by: (i) inserting in the notes to chapters 51,55 and 56, the definition of "batek fabric" (ii) by the deletion of items 51.04 100, 51.04 500, 55.09 930, 56.07 210, 61.02-12 and 61.02-13 relating to woven fabrics of man-made fibres, and women's, girls' and infants' outer garments; and (iii) by inserting new items and tariff rates against tariff headings 51.04 110, 51.04 190, 51.04 510, 51.04 590, 55.09 930, 55.09 940, 56.07 111, 56.07 119, 56.07 211, 56.07 219, 61.02-12 and 61.02-13. British exporters may see the Malaysian Customs Tariff on application.

EDB Ext. 401, 468, 469

IMPORT CONTROL: The Malaysian *Government Gazette* dated April 19, 1971 published:

(i) the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) Order, 1971, which amends the Second Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1969 by inserting in their appropriate places the following:

Heading No.	Description of goods	Country
39.01	Condensation, polycondensation and polyaddition products, whether or not modified or polymerized, and whether or not linear (for example, phenoplasts, aminoplasts, alkyds, polyallyl esters and other unsaturated polyesters, silicones):	
	Plates and sheets:	
	Reinforced with paper or textile:	
911	Rigid laminated plates and sheets	All countries
39.02	Polymerization and copolymerization products (for example, polyethylene, polytetrahaloethylenes polyisobutylene, polystyrene polyvinylchloride, polyvinyl acetate, polyvinyl chloroacetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumaroneindene resins):	
	Plates and sheets other than imitation leather of polyvinychloride in sheets:	
	Reinforced with paper or textile:	
911	Rigid laminated plates and sheets	All countries
39.03	Regenerated cellulose; cellulose nitrate, cellulose acetate and other cellulose esters, cellulose ethers and other chemical derivatives of cellulose, plasticized or not (for example, collodions, celluloid); vulcanized fibre:	
	Other:	
	In semi-manufactured forms:	
	Reinforced with paper or textile:	
330	Rigid laminated plates and sheets	All countries

(ii) The Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 2) which amends the Second Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1969 by inserting in their appropriate places the following:

Heading No.	Description of goods	Country
84.61 100	Manually operated sluice valves, of iron or steel	All countries
84.61 900	Housing for manually operated sluice valves, of iron or steel	All countries

These amendments mean that the goods shown are now subject to special import licensing when imported into the States of Malaya.

(iii) The Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 3) Order, 1971, which amends the Third Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1969 by the deletion of the items and heading numbers as follows: 29.23 100, 60.03 3, 60.03 4, 60.03 9, 73.27 200, 73.27 900 and 73.31 100. These headings cover glutamic

(*Continued on page* 338)

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EMMASDEAN LIMITED

NOTICE IS HEREBY GIVEN that an Extraordinary General Meeting of the above Company will be held at the offices of Messrs. Uziell-Hamilton & Co., St. George's House, 12a, St. George Street, London, W.1 (Solicitors), on Wednesday the 2nd day of June, 1971, at 11.30 o'clock in the forenoon for the purpose of considering and (if thought fit) passing the following resolution which will be proposed as an ordinary resolution.

"That David Albert Sheppard be removed as a Director and the Secretary of the Company under the provisions of Section 184 of the Companies Act 1948."

A member entitled to attend and vote at the Meeting is entitled to appoint a proxy to vote in his stead. A proxy need not be a member of the Company.

DATED the 30th day of April, 1971.

By order of the Board.
A. S. SAT-BHAMBRA,
Director.

MALAYSIA, *continued*

acid, stockings of wool, man-made fibre and other textiles, articles of iron or steel wire and wire nails. These amendments mean that the goods shown are now no longer subject to special import licensing when imported into Penang. British exporters may see the Order on application.

EDB Ext. 401, 468, 469

Australia

TARIFF CHANGES: As a result of Australian Tariff Board inquiries changes have been made in the Customs Tariff affecting the rates of duty payable on the following goods:

1. Pins, hairpins and curling grips
2. Refractory products
3. Diamond drilling machines.

Full details of these changes will be published in *Trade and Industry* as soon as possible. In the meantime brief details of the changes may be obtained from Export Data Branch.

EDB Ext. 401,468, 469

TARIFF BOARD INQUIRY ON POLYPROPYLENE: The Australian Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of polypropylene (tariff item 39.02.143). This reference has been made as a result of representations by local industry. Details of the tariff item under which the above-mentioned goods are dutiable may be obtained from Tariff Section, Export Data Branch.

This matter has been reported by the British High Commission in Canberra, which has been asked to notify the Australian authorities at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than June 1, 1971. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Division, quoting Ref. No. CRE 1006/71.

CRE Ext. 2318, 2319

TARIFF BOARD INQUIRY ON ACRYLONITRILE-BUTADIENE-STYRENE COPOLYMERS: The Australian Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of acrylonitrilebutadiene-styrene copolymers (tariff items 39.02.19). This reference has been made as a result of representations by local industry. Details of the tariff items under which the above-mentioned goods are dutiable may be obtained from Tariff Section, Export Data Branch.

This matter has been reported by the British High Commission in Canberra, which has been asked to notify the Australian authorities at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than June 1, 1971. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Division, quoting Ref. No. CRE 1007/71.

CRE Ext. 2318, 2319

New Zealand

CUSTOMS TARIFF INQUIRY: The New Zealand Minister of Customs has amended the terms of reference on the customs tariff inquiry on certain printed knitted fabrics by the Tariff and Development Board on May 18, 1971, details of which were published in *Trade and Industry* (March 24, 1971, pages 672/4). The inquiry will now be concerned only with hearing representations relating to the proposed elimination of the margins by which, in respect of the goods set out in the First Schedule to the *Trade and Industry* notice of March 24, the rates of duty on imports from Australia exceed those payable under the British Preferential Tariff.

CRE 2, Ext. 2321

Uruguay

DUTY CONCESSIONS FOR EQUIPMENT FOR THE BUILDING INDUSTRY: Decree No. 176/971 of April 1971, exempts the following goods from customs duties, surcharges and additional taxes when assigned to the National Institute of Low-Cost Housing, Housing Co-operatives, Administrative Commissions of Social Funds, Institutes of Technical Assistance and construction firms which are effecting works within the National Housing Plan and

(*Continued on page* 340)

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URUGUAY, *continued*

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Tower derricks on rails or pneumatic tyred with a reach of up to 36 metres and free of working height of up to 45 metres
Concrete mixers – two bags
Concrete mixers of more than one bag
Central concrete transporter with a capacity of five to 30 cubic metres per hour
Hoists with an estimated capacity of 300 kilos to 1,000 kilos
Dumpers or similar
Compressors, hoses and hammers
Electric iron-bending machine
Generators
Working beams with electric motor or workable by hand
Electric iron cutter
Pumps 1 to 3 ft. with electric or petrol motor
Self propelled cranes of up to 8,000 kilos – pneumatic or electric
Pneumatic tyred or electric earth compactors
Moulds for the systemization of constructional procedures.

The concession applies only to goods which are normally free of surcharge or subject to surcharges not exceeding 15 per cent. Imports made under this decree may not exceed 5 per cent of the amount of the construction contracts and/or the approved mortgage amounts. British exporters may obtain an unofficial translation of the decree on application.

EDB Ext. 474, 476, 7312

Canada

ANTI-DUMPING REGULATIONS: A notice about a proposed amendment to the Canadian Anti-Dumping Act was published in *Trade and Industry* of January 13, 1971. The Canadian Government have now issued Order in Council PC1971-544 dated March 23 amending their Anti-Dumping Regulations (made under authority of Order in Council PC1968-2349 of December 31, 1968 as amended by Order in Council PC1969-544 of March 18, 1969) as follows:

The following to be added immediately after Section 11:

'11A. In determining the normal value of any goods sold by an exporter to an importer in Canada where like goods are sold by the exporter for home consumption in the country of export on credit terms, other than cash discounts, set out in schedules of payment in contracts of sale or in any financing agreements contingent on sales of the goods for home consumption in the country of export, the normal value, before any adjustments are made thereto pursuant to these regulations, shall be the value of such payments, including the payments of both principal and interest, determined

(a) as of the time of the sales of the goods for home consumption in the country of export; and
(b) by reference to the interest rate, if any, associated with any financing of the sales of the goods, except that where no such interest rate can be determined, by reference to the interest rate prevailing in the country of export at the time of the sales of the goods for sales of like goods in comparable circumstances.'

The following to be added immediately after Section 19:

'19A. Where, in respect of any imported goods, the Deputy Minister is of the opinion that the export price, as determined under subsection 10(1) of the Act, is unreliable by reason of a compensatory arrangement, as described in subparagraph 10(2)(b)(ii) of the Act, involving credit terms set out in a schedule of payments in the contract of sale or in any financing agreement contingent on the sale to the importer in Canada, for the purpose of paragraph 10(2)(d) of the Act, the export price of the goods shall be deemed to be the value of the payments, including the payments of both principal and interest, determined

(a) as of the time of the sale of the goods to the importer in Canada; and
(b) by reference to the interest rate, if any, associated with the financing of sales by the exporter of like goods for home consumption in the country of export except that
  (i) where there are no such sales in the country of export, or
  (ii) where there are sales in the country of export but only for cash or on credit terms involving only cash discounts or extended payment terms involving no payments of interest by reference to the interest rate prevailing in the country of export at the time of the sales of the goods for sales of like goods in comparable circumstances

adjusted by deducting therefrom the amounts described in paragraphs 18(1)(a) and (b) of these Regulations.'

CRE Ext. 2629, 2328

DRUG SAFETY AND EFFECTIVENESS: The Canadian Food and Drug Directorate have issued Trade Information Letter No. 349 dated March 3, 1971 notifying Drug Manufacturers that it is proposed to recommend to the Minister of National Health and Welfare that a regulation be enacted whereby the Directorate will have the authority to request a drug manufacturer to submit by a specified date evidence to establish the safety and effectiveness of his named drug. Hitherto, except in the case of new drugs, the onus has rested with the Directorate to demonstrate that a marketed drug is ineffective or unsafe – that is that Section 9(1) of the Food and Drugs Act has been violated. The new regulation would be applicable to all drugs, both for veterinary and human use. It is emphasized in the letter that the Directorate does not propose to request information on a routine basis, but only in those instances in which the therapeutic effectiveness of a drug is open to serious doubt or its safety is questioned.

CRE Ext. 2629

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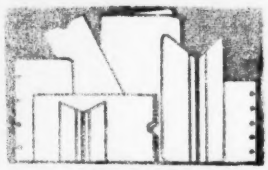

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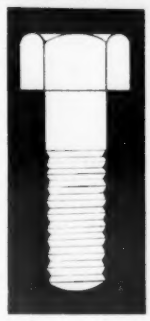

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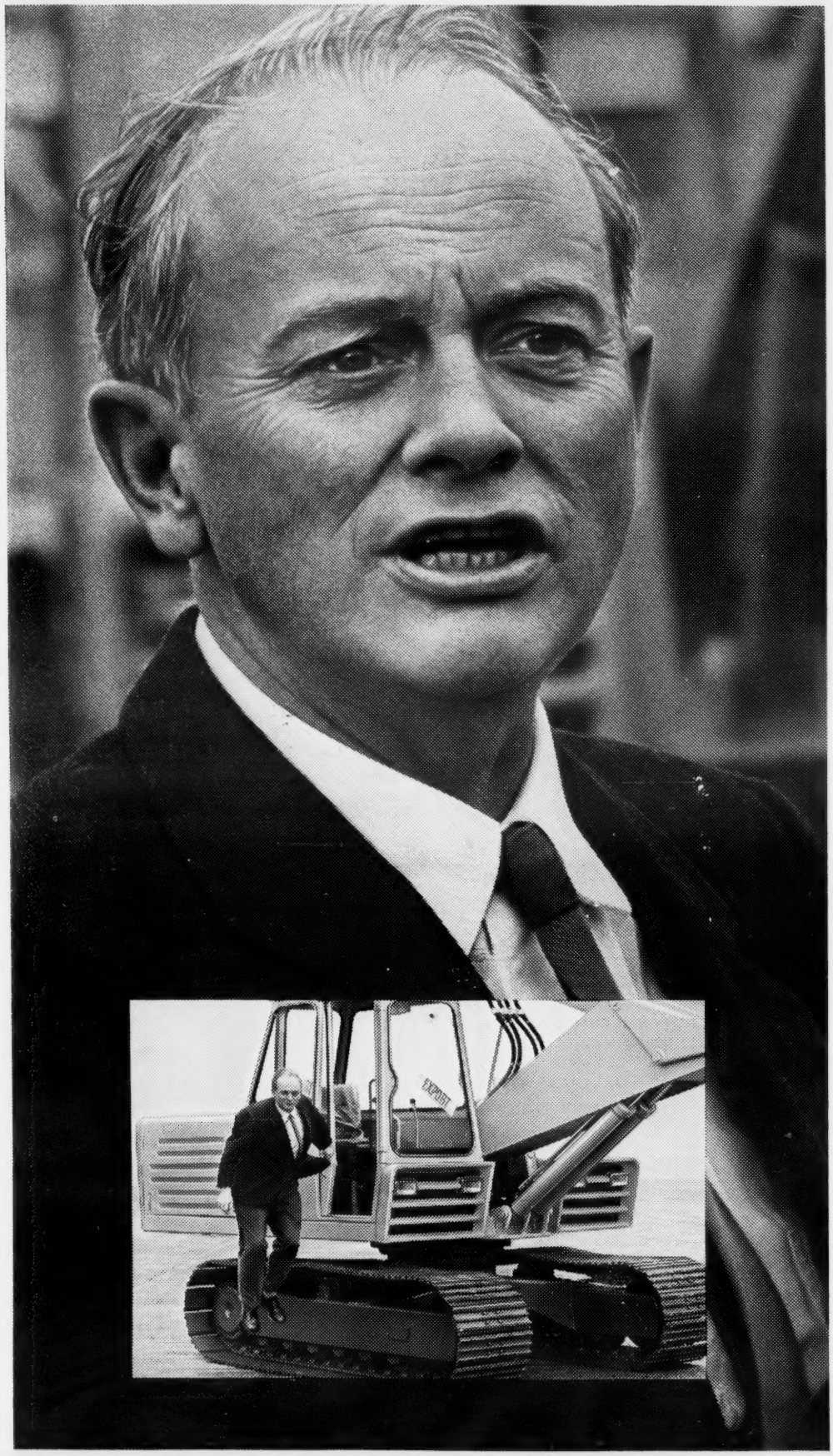

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Mr J.C.B. stresses the value of this cover, "especially in the difficult payment conditions in the world today. Margins are slim in world markets and any loss would wipe out profits."

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